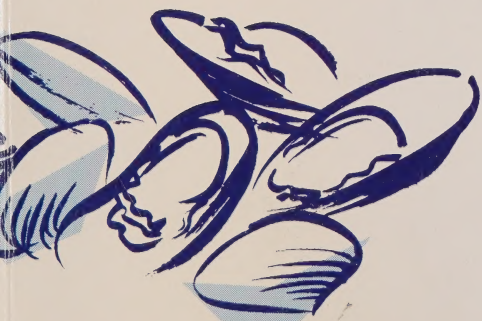
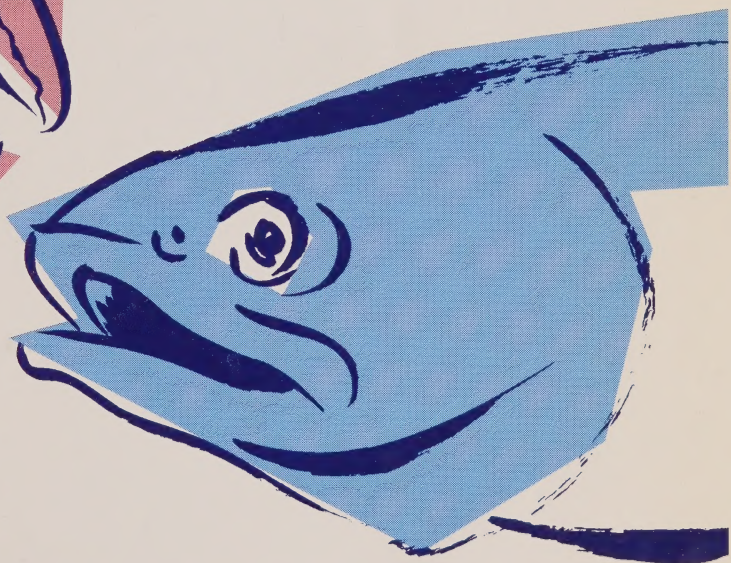



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# WORLD DIRECTORY OF SEAFOOD IMPORTERS

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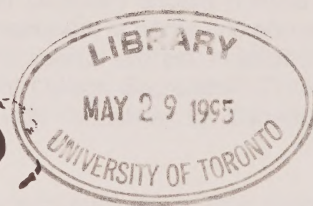
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**WORLD DIRECTORY  
OF  
SEAFOOD IMPORTERS**



**DEPARTMENT OF FOREIGN AFFAIRS AND INTERNATIONAL TRADE  
SECTORAL LIAISON SECRETARIAT (TOSA)**

125 Sussex Drive  
Ottawa, Canada K1A 0G2  
Tel: (613) 995-1712  
Fax: (613) 943-1103



April 1994

ATLANTIC FISHERIES  
ADJUSTMENT PROGRAM



PROGRAMME D'ADAPTATION DES  
PÊCHES DE L'ATLANTIQUE







## NOTICE TO READERS

This "*World Directory of Seafood Importers*" is based on the contributions of Trade Commissioners and Commercial Officers at Canadian Trade Offices abroad. The directory contains information on more than **80** countries or regional markets. The Directory is organized alphabetically by country chapters. Each chapter has three components: (1) a short market profile, (2) a list of seafood buyers, and (3) the name of a contact at a Trade Office who can assist you with your marketing efforts.

Buyers listed in this Directory are generally known to Canadian Trade Offices. ***However, it is the sole responsibility of individual Canadian exporters to check the commercial standing of any firms with which commercial arrangements are being contemplated or entered.*** Canadian exporters are encouraged to contact individual Trade Offices for guidance on the commercial practices in each country and to identify procedures for checking business references, including credit references.

The Directory is intended to serve a variety of needs. For fish processors and exporters, the Directory provides the essential database required for developing your export marketing strategies. In distributing corporate newsletters and promotional materials, firms can increase their impact and generate business more effectively by concentrating on the lists of buyers provided. When visiting markets or planning to attend foreign trade shows, firms may increase the effectiveness of their participation by contacting buyers prior to events and arranging business meetings well ahead of time. Canadian Trade Offices abroad are usually able to identify additional or alternative commercial contacts to meet the special needs of Canadian exporters.

For industry and export associations, the Directory provides an overview of the pattern of world markets of interest to Canada. In targeting generic promotional newsletters, the Directory should provide a handy distribution list with which to get started. Remember, Trade Commissioners at home and abroad frequently are able to provide more detailed information on the markets of special interest. In addition, Canadian fish and seafood exporters regularly receive from the *Sectoral Liaison Secretariat (TOSA)* such publications as the Global Market Opportunities Reviews and Country Guidelines for Canadian Fish Exporters.

It is a good idea to inform the Trade Commissioner in each of your foreign markets of your export activities, as they may be able to advise you on avoiding pitfalls and emerging opportunities. You should provide your Trade Commissioner, in advance, with:

- \* *a summary of your company's activities*
- \* *your previous export experience*
- \* *precise descriptions of your product or service*
- \* *the main selling features of your product or service*
- \* *the type of distributor or representative you want*
- \* *your tentative travel schedule*
- \* *requests for introductions to or appointments with potential agents and/or buyers*
- \* *5 to 10 copies of your sales brochures*

Your Trade Commissioner will help you determine:

- \* *whether your product or service can be imported into the market*
- \* *the normal distribution channels for your product or service*
- \* *whether there is local or imported competition*
- \* *the buying practices in the market*
- \* *the kind and quality of market support services available (banking, shipping etc.)*
- \* *import policies and restrictions*
- \* *how to quote in the market*
- \* *social, cultural, business, market and political conditions affecting sales*

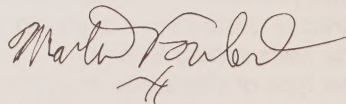
When your marketing plans are completed and the Trade Commissioner has been informed of your intentions, he or she can help you market your product by:

- \* *canvassing/recommending representatives on the basis of their interest in your product or service (You are well advised to seek the Trade Commissioner's advice before appointing agents. Local laws differ from Canadian practice and changing an unsatisfactory agent in some countries can be difficult, costly and sometimes even impossible.)*
- \* *recommending translation, legal, advertising and other support services*
- \* *arranging meetings for future business trips*
- \* *providing on-the-spot information on duties, taxes and foreign exchange matters, and helping you solve problems in these areas*
- \* *helping you determine why an account is overdue and, if necessary, advising you on proper procedures for settlement*
- \* *maintaining contact with your agent and providing him or her with support and encouragement*

If you find this Directory helpful to your activities, please let us know. If you have suggestions for changes which could improve the Directory's usefulness, please let us know, either through the International Trade Centres (ITC's), or directly through one of the Geographic Trade Divisions, or the Sectoral Liaison Secretariat at the Department of Foreign Affairs and International Trade.

Drafting and logistical services provided by Gary G. Smith of **INFI-GAR Economic Services**.

Information contained in this guide will also be available on a 3.5" diskette which can be obtained from the Canadian Trade Offices or **InfoCentre** in Ottawa, by calling 1-800-267-8376; Fax: (613) 996-9709.



Martin Foubert  
Trade Commissioner  
Sectoral Liaison Secretariat (TOSA)



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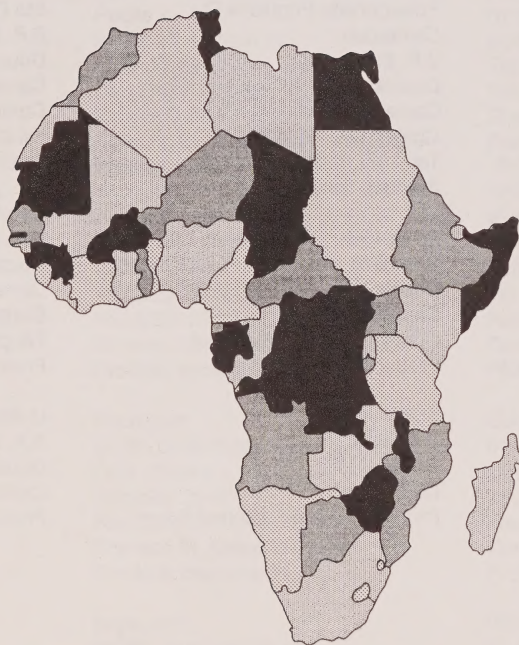
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# ***AFRICA***



## CAMEROON

The Cameroonian fishing industry has three sectors: the continental fishery, the coastal fishery, and the high seas fishery. It includes trawlers, motorized dugouts and line fishermen. The fleet has 55 trawlers, one factory freezer with a capacity of 150 tonnes per day, and one 4,500-tonne refrigerated storage depot. The bulk of production, about 13,000 tonnes, is from the coastal fishery, which is becoming increasingly industrialized. Small ships are constantly plying the country's 300 km of coastline. Douala, Limbe, Kribi and Tiko are the main fishing ports. Of the shrimp, 90% is exported to France, the Netherlands, Belgium, Italy and the rest of the world. Ten percent is sold on the domestic market, to hotels, supermarkets and restaurants. Other species include sole, gudgeon, Nile perch, freshwater prawn, cuttlefish, carp and mackerel. The refrigeration facilities fall short of the demand.

The fisheries sector has developed at an irregular rate in recent years, with the result that Crevettes du Cameroun, which was responsible for most of the country's production, has had to close its doors. Total consumption of seafood products rose to more than 150,000 tonnes in 1992. The current import market is estimated at 120,000 tonnes of fish and 1,000 tonnes of shrimp. However, imports at the present time total 100,000 tonnes, a figure not expected to increase in the short term given the recent currency devaluation.

Constante Cameroun  
B.P. 1939  
Douala, Cameroon  
Contact: M. Christian Carlier  
Tel:(237) 40.83.86./40.62.56  
Fax:(237) 40.05.31  
Product: fish, crustaceans, molluscs

Brother Fish  
B.P. 15512 Douala  
Douala, Cameroon  
Contact: M. Kingue Claude  
Tel:(237) 42.53.80/42.53.61  
Fax:(237) 42.53.94  
Product: fish, crustaceans, molluscs

Chalutcam  
B.P. 2627  
Douala, Cameroon  
Contact: M. Atangana  
Product: fishmonger, wholesaler

Poissonnerie Populaire Du  
Cameroun  
B.P. 8147  
Douala,  
Cameroon  
Contact: M. Kouetha  
Tel:(237) 42-43-85  
Product: fish, seafood

Africa Fish  
B.P. 3575  
Douala,  
Cameroon  
Contact: M. Yaya Dahirou  
Product: fish, seafood

SCPM  
B.P. 5431  
Douala,  
Cameroon  
Product: seafood, canned fish

Ste Dikabo Et Fils  
B.P. 586  
Douala,  
Cameroon  
Contact: M. Dikabo  
Tel:(237) 42-78-42  
Product: fish, seafood

Cotonnec Et Cie  
B.P. 883  
Douala,  
Cameroon  
Contact: Directeur General  
Tel:(237) 42-27-00  
Product: fish, seafood

Unifish Cameroon  
B.P. 5609  
Douala, Cameroon  
Contact: M.J. Pat Ofogba  
Product: fish, seafood

**CANADIAN EMBASSY**  
**Immeuble Stamatiades,**  
**rue de l'Hôtel de Ville,**  
**P.O. Box 572,**  
**Yaoundé, Republic of Cameroon**  
**Tel:(011-237) 23-02-03/22-18-22**  
**Fax:(011-237) 22-10-90**  
**Contact: Mr. Honore J. Mondomobe**



## COTÉ D'IVOIRE

As the main source of protein in Côté d'Ivoire (70%), fish is consumed in great quantities by its people--about 20 kg per person yearly in 1990, versus 10 kg in 1960. Fishing is an important sector, providing direct employment to 70,000 people and 7% of the agricultural GDP. Since its continental shelf has relatively little in the way of fish, Côté d'Ivoire imports more than 60% of its seafood requirement. Imports declined by 22.24% in 1992 to a level of 167,004 tonnes, as opposed to 214,770 in 1991 and 200,209 in 1990. Values of imports were C\$120 million in 1992 and C\$170 million in 1991 (C\$1 = 225 CFA francs). The three main import categories are fresh tuna, about 70,000 tonnes per year, coarse fish such as Spanish sardines, horse mackerel, etc., about 135,000 tonnes per year, and mackerel, about 12,000 tonnes per year.

A major industry is built on the processing of imported tuna. Canned tuna, 80% of which is produced by affiliates of the French group Saupiquet and Pêche et Froid, is exported to Europe (57,000 tonnes/year); thus helping the balance of payments in this sector. French interests directly or indirectly control more than half the production. The main sources of imports are Mauritania, 60,000 tonnes per year; France, 30,000 tonnes per year of tuna; Spain, 17,000 tonnes of tuna, and Russia, 17,000 tonnes per year.

Afric Inter Freeze  
15 BP 1116 Abidjan 15  
Côté d'Ivoire  
Tel:(225) 25-14-90  
Fax:(225) 25-19-60  
Contact: M. Joseph Fontana  
Product: fish

Compagnie du Froid Alimentaire  
05 BP 844 Abidjan 05  
Côté d'Ivoire  
Tel:(225) 35-64-88  
Fax:(225) 25-39-09  
Contact: M. Jean-François Amida  
Product: fish

Impromer  
07 BP 318 Abidjan 07  
Côté d'Ivoire  
Tel:(225) 25-79-55/25-45-82  
Fax:(225) 25-87-16  
Contact: M. Sami Moukarzel  
Product: fish, crustaceans

**CANADIAN EMBASSY**  
**Immeuble 'Trade-Center',**  
**23, avenue Nogues, Le Plateau**  
**Abidjan, Côte d'Ivoire**  
**Tel:(011-225) 21-20-09**  
**Fax:(011-225) 22-05-30**  
**Contact: Mr. Ousmane Somali**

Syndicat National des Armateurs à la  
Pêche  
01 BP 14 Abidjan 01  
Côté d'Ivoire  
Tel:(225) 27-79-88  
Fax:(225) 25-65-12  
Contact: M. Valy Kanaté, Président  
Product: fish

Awamer  
01 BP 67 Abidjan 01  
Côté d'Ivoire  
Tel:(225) 25-66-18  
Fax:(225) 25-12-47  
Contact: Mme Awa BA, Directrice  
Product: crustaceans, fish

Pech'azur  
01 BP 2550 Abidjan 01  
Côté d'Ivoire  
Tel:(225) 25-07-20  
Fax:(225) 25-12-47  
Contact: M. Saliou N'Dione  
Product: crustaceans

Sopa/asti  
01 BP 2730 Abidjan 01  
Côté d'Ivoire  
Tel:(225) 25-57-16  
Fax:(225) 25-65-12  
Contact: M. Tchibanda, Directeur  
Product: fish, crustaceans

Scodi  
01 BP 677 Abidjan 01  
Côté d'Ivoire  
Tel:(225) 25-66-74  
Fax:(225) 25-07-52  
Contact: M. Yvon Riva  
Product: tuna

PFCI  
(Filliale de Pêche/Froid France)  
01 BP 1518 Abidjan 01  
Côté d'Ivoire  
Tel:(225) 25-75-54  
Fax:(225) 25-60-74  
Contact: M. Michel Delrue  
Product: tuna

CIAP  
01 BP 1508 Abidjan 01  
Côté d'Ivoire  
Tel:(225) 25-24-45  
Fax:(225) 25-55-21  
Contact: M. J.R. Foquereau  
Product: fish

REAL  
01 BP 1025 Abidjan 01  
Côté d'Ivoire  
Tel:(225) 35-02-80  
Fax:(225) 35-32-98  
Contact: M.D. Pizano  
Product: fish products, fish meal

## EGYPT

Egypt is a potential long-term market for substantial volumes of non-traditional fish species as well as new product opportunities. Mackerel and herring seem to offer the best opportunities for sales, although there could be possibilities for other species which may be substituted such as ocean perch, true mullets and hake. Some demand for higher valued products such as salmon does exist, but direct access to this luxury market requires aggressive marketing efforts and commitment on the part of Canadian seafood exporters.

Due to a diminishing budget and foreign exchange constraints, public sector imports have dropped significantly and the government is now encouraging greater participation by the private sector. Private importers would welcome offers from Canadian suppliers on a \$US CIF per ton basis. If Canadian exporters wish to pursue these opportunities, the Canadian Embassy will forward full details on technical, general specifications and phytosanitary requirements according to Egyptian law. An industry spokesperson indicated the hardest aspect of exporting seafood to the Egyptian market is the inspection system which can be very demanding on seafood imports.

3MS  
Cairo, Egypt  
Contact: Mr. Hassan M. Said  
Fax: 356-1791  
Product: fish, seafood

Edfina  
Alexandria, Egypt  
Contact: Mr. Adel El Samahy  
Product: fish, seafood

El-Naggar Company  
Alexandria, Egypt  
Contact: Moustafa El-Naggar  
Fax: 808993  
Product: fish, seafood

**CANADIAN EMBASSY**  
**6 Mohamed Fahmy**  
**el Sayed Street, Garden City**  
**Cairo, Republic of Egypt**  
**P.O. Box 1667,**  
**Tel:(011-20-2) 354-3110**  
**Fax:(011-20-2) 356-3548**  
**Contact: Magdy E.S. Ghazal**

Gefco Trading Company  
Cairo, Egypt  
Contact: Mr. Geoffy Bishara  
Fax: 392-7549  
Product: fish, seafood

Magdy Mandour Est.  
Alexandria, Egypt  
Contact: Mr. Magdy Mandour  
Fax: 381-7115  
Product: fish, seafood

Magico Trading/Services  
Cairo, Egypt  
Contact: Mr. Walid Zaher  
Fax: 362-1388  
Product: fish, seafood

Mettco  
Cairo, Egypt  
Contact: Mr. Abdel Meguid  
Fax: 392315  
Product: fish, seafood

Misir Aswan Fish Process.  
Cairo, Egypt  
Contact: Dr. Aly Abu Zeid  
Product: fish, seafood

Misir Foreign Trade Company  
Cairo, Egypt  
Contact: Mamdouh El-Masry  
Product: fish, seafood

Nordfrost  
Cairo,  
Egypt  
Contact: Mr. Jens Buchow  
Fax: 360-5234  
Product: fish, seafood

Sakr Enterprises  
Alexandria,  
Egypt  
Contact: Mr. Ashraf Sakr  
Fax: 482-3200  
Product: fish, seafood

## MOROCCO

With some 3,500 km of coastline, Morocco possesses a wealth of fish resources. The benthic species constitutes an important element of marine fish production. It consists primarily of white fish (hake, bream, capelin, umbrina, gurnard), cephalopods (poult, cuttlefish, squid, octopus) and crustaceans (shrimp, lobster, crawfish). White fish are sold fresh on the local market, but are also exported to Italy, Spain and France. Cephalopods are for the most part exported to Japan.

The other element of fish production is the pelagic species, which basically comprises sardines, mackerel, anchovies, horse mackerel and tunnies. This species constitutes Morocco's most abundant coastal resource. Pelagic fish are primarily destined for processing industries. Annual exploitable stocks of Moroccan marine species total some 1.5 million tons of benthic and pelagic fish.

Marine fish production totalled 590,769 tons for an approximate value of C\$580 million. The figure for coastal fish landings was 442,931 tons for a value of approximately C\$190 million. The deep-sea fishing catch was 147,838 tons for an approximate value of C\$389 million. Moroccan seafood exports rose to 149,138 tons for an approximate value of C\$560 million. Almost 90% of these exports go to Japan, Spain, Italy, Portugal and France, with Japan accounting for 40% of the total.

From 1981 to 1991, Moroccan consumption of fresh fish averaged 135,518 tons per year. Over the past five years, the annual average has been 155,297 tons, indicating an upward trend. Moroccan per capita fish consumption is approximately 8 kg per year, with major regional disparities.

As a major producer and exporter of fish and seafood, Morocco imports very few of these products for domestic consumption. In 1992, only 21 tons were imported, including 14,000 kg of anchovies and 5,000 kg of smoked salmon. However, there is another type of importation (referred to as "temporary") that is not destined for the Moroccan market. These imports, most of which originate in Mauritania and Guinea, are destined for the processing industry; the products are then re-exported.

### CANADIAN EMBASSY

13 bis, rue Jaafar As-Saddik,

Rabat-Agdal,

Kingdom of Morocco

C.P. 709,

Tel:(011-212-7) 67-28-80

Fax:(011-212-7) 67-21-87

Contact: Mr. Zouhair Kanouni



**NIGERIA**

Nigeria's demand for fish is approximately 1.2 million tons per current domestic production. Both industrial and artisanal have yields of between 300-350,000 tons. Over the course of three years, imports of frozen and canned fish have declined 50 percent from 1,000,000 tons to 400-500,000 tons. This drop was not a result of declining demand, but was a result of the shortage of foreign exchange to pay for the high priced imports. Nevertheless a strong market continues to exist for countries interested in exporting to Nigeria. Some of the products currently being imported by Nigeria are mackerel scumbie & herring (highest demand), horse mackerel, sole and hake.

**CANADIAN HIGH COMMISSION****4 Idowu Taylor Street****Victoria Island****Lagos, Republic of Nigeria****P.O. Box 54506, Ikoyi Station****Tel:(011-234-1) 269-2915/6/7/8****Fax:(011-234-1) 269-2919****Contact: Mr. Ogie Eboigbe**

## ZIMBABWE, BOTSWANA, ANGOLA

Zimbabwe has a relatively well developed local food processing sector and market. There are some luxury frozen food items imported, principally fish and seafood from South Africa and Namibia. Fish and seafood imports are not prohibited, but are constrained by a scarcity of foreign exchange which makes imported food items very costly.

As a result, there is only a small luxury food market in Zimbabwe, which is dominated by South African and recently Namibian firms. Fish and seafood products from these countries are primarily imported by only a few local Zimbabwe companies.

Cairns Foods Ltd.  
Upton Road, Ardbennie  
Box 1813  
Harare,  
Zimbabwe  
Tel:(263-4) 67741  
Product: frozen Bream trout, tiger, karpenta, bottlenose

K&N Distributors (PVT) Ltd.  
(Leading Department Stores)  
23 Kaguvi Street  
Box 4723  
Harare,  
Zimbabwe  
Tel:(263-4) 707985/753183  
Product: dried fish

Kapenta Distributors (PVT)  
101 Harare Street  
Box 2949  
Harare,  
Zimbabwe  
Tel:(263-4) 725311/790287  
Product: fish

Savonuts Products (PVT)  
41 Kaguvi Street  
Box 38  
Harare,  
Zimbabwe  
Tel:(263-4) 723018  
Product: fish, seafood

Dried Fish Distributors (PVT)  
Box 598  
Karoi,  
Zimbabwe  
Tel: 8222  
Product: dried karpenta, fresh prawns

"Darmac" (PVT) Ltd.  
6 Swansea Close  
Box 3090  
Paulington  
Mutare,  
Zimbabwe  
Tel:60775 or 63130  
Product: karpenta and other dried products; packers and distributors, fish, seafood

Irvin and Johnson Ltd.  
Corner of Dumfries Bristol Roads  
Box 2688  
Workington, Harare  
Zimbabwe  
Tel:(263-4) 66603/4/5/6/7  
Product: fish and seafood merchants, importers, distributors, wholesalers, fresh, frozen, dried, other types

Claremont Orchards (PVT)  
Box 33  
Juliasdale,  
Harare  
Zimbabwe  
Tel: 461, 462, 463, 464  
Fax: 467  
Product: fresh gutted and smoked trout, specialty outlets and dried fish, seafood

The Managing Director  
Ada Jotsholo Estate  
P. Bag 2442  
Bulawayo,  
Zimbabwe  
Tel:(263-4)-89-8-303  
Product: fish, seafood, fresh, frozen, importer

The Manager  
Lemco  
2 Stirling Road,  
Workington  
P.O. Box 950  
Harare,  
Zimbabwe  
Tel:(263-4) 61973/4, 62329  
Fax:(263-4) 61969  
Product: fish, seafood

The Managing Director  
Price Foods/Bon-Appetit  
2 Bristol Road  
Workington, Harare  
Zimbabwe  
Tel:(263-4) 66581/2, 69031  
Fax:(263-4) 69032  
Product: fish, seafood

The Manager  
Rickitt and Colman (PVT)  
Melbourne Road  
P.O. Box ST 93  
Southerton, Harare  
Zimbabwe  
Tel:(263-4) 67881  
Fax:(263-4) 67889  
Product: fish, seafood

General Manager  
OK Bazaars,  
Merchant House  
43 Robson Manyika Avenue  
P.O. Box 3081  
Harare,  
Zimbabwe  
Tel:(263-4) 738644/732962  
Fax:(263-4) 729438  
Product: fish, seafood, fresh, frozen, dried

General Manager  
Bon Marche (Head Office)  
P.O. Box 3081  
Harare, Zimbabwe  
Tel:(263-4) 738644/6  
Fax:(263-4) 729438  
Product: fish, seafood

Zimtrade  
4th Floor, Kurima House  
Corner Baker Ave/Fourth St.  
P.O. Box 2738  
Harare, Zimbabwe  
Tel:(263-4) 731020/706772  
Fax:(263-4) 706930  
Product: fish, seafood

Larona (Pty.) Ltd.  
Plot 14387, Lobatse Road  
Gaborone West, Box 40701  
Gaborone, Botswana  
Tel: 312570 or 373701  
Fax: 356644  
Product: fish, seafood

Standard Foods (Pty.) Ltd.  
P.O. Box 1501  
Gaborone, Botswana  
Tel:373636  
Product: fish, seafood

Funa Foods (Pty.) Ltd.  
Lejara Road  
Broadhurst Industrial Site  
Gaborone, Botswana  
Tel: 312138  
Product: fish, seafood

Boriic (Pty.) Ltd.  
P.O. Box 503  
Kanye,  
Botswana  
Tel: 340241  
Product: fish, seafood

Ensign Cannery (Pty.P Ltd.  
P.O. Box 254  
Selebe-Phikwe, Botswana  
Tel: 811059  
Product: fish, seafood

Monate Foods (Pty.) Ltd.  
P.O. Box 10  
Sherwood Ranch,  
Botswana  
Tel: 410751  
Product: fish, seafood

Mocambique Trading, Lda.  
Av. Ho Chi Min No. 1756  
C.P. 802  
Maputo,  
Mozambique  
Tel: 401950, 733957  
Fax: 317892  
Product: fish, seafood

Intertrade Lda.  
Rua Baptista de Carv. No. 93  
C.P. 1587  
Maputo,  
Mozambique  
Tel: 421590/91, 426130  
Fax: 421589, 421592  
Product: fish, seafood

Zimbudzana Import/Exports  
Room 28 Rorabay House  
Robert Mugabe Road/Julius Nyerere  
Way  
Harare, Zimbabwe  
Tel:(263-4) 790187/707373/729533  
Product: importer, distributor, fish,  
seafood

Managing Director  
Chapa Import and Export (Pvt.) Ltd.  
Suite 1,  
Winston House  
109 Leopold Takawira Street  
Harare, Zimbabwe  
Tel:(263-4) 791961/3  
Product: importer, distributor, fish,  
seafood

Mr. G.T. Datton, Manager  
Central African Intertrade  
P.O. Box A 96  
Avondale, Harare  
Zimbabwe  
Tel:(263-4) 302616/8  
Fax:(263-4) 36733  
Product: importer, distributor, fish,  
seafood

Mr. Pedro Gomes  
General Manager  
Kafukena Comm. & Sons Ltd  
P.O. Box 1379  
Benguela  
Republic of Angola  
Tel:32153  
Product: fish, seafood, importer

#### CANADIAN HIGH COMMISSION

45 Baines Avenue  
Harare, Zimbabwe  
P.O. Box 1430  
Tel:(011-263-4) 733-881  
Fax:(011-263-4) 732-917  
Contact: Mr. Viban Ngo



# ***ASIA- MIDDLE EAST***



## CHINA

Chinese consumers clearly prefer fresh fish in their diets, but also consume significant amounts of specialty dried seafood products such as shark fin, squid, shrimp, geoduck, abalone and oysters. Chinese citizens are extremely discerning where fish and seafood products are concerned and continue to demand products with consistently high quality. Chinese residents incorporate a wide variety of seafood products in their diets. Some of the more popular species which are consumed on a regular basis include: prawns/shrimp, shark fins, squid, octopus, cuttle fish, scallops, abalone, geoduck, lobster, crab, sea cucumber, capelin, oysters, and a number of different fish fillets, crustaceans and molluscs.

Frozen seafood products are slowly making inroads into the Chinese consumer markets, partially influenced by increased access to imported products. Future trends are expected to follow other semi-industrialized nations whereby an increased presence of women in the workforce leads to higher demand for conveniently prepared foodstuffs and seafood products. The current popularity of "microwaveable" food products is slowly influencing seafood consumption patterns, but still offers niche opportunities for Canadian exporters. Major hotels concentrated in the major centres of China are important users of high-value frozen seafood products, including demand for white-fleshed fillets, lobster, salmon and scallops.

Demand for food products in general is expected to increase because of the growth in private expenditure patterns of the population as well as the influx of tourists into China. As the Chinese economy opens up more to international seafood imports, Canadian fish and seafood exporters are well positioned to capture market share within the increased sales. Other significant niche marketing opportunities are developing in the airline catering sector and the growing fast food and beverage sectors. Food categories showing the largest increases in demand for China include fish and marine products, and beverages. Popular species of fish found within the increases are white pomfret, spanish mackerel, golden snapper, hard tail, coral fish, sea bream, dorab, sea bass and grouper.

China National Fisheries Corp.  
No. 31, Ming Feng Lane  
Beijing 100032  
China  
Tel: 602-4104  
Fax: 601-2808  
Product: seafood

Beijing City Aquatic Fisheries Co  
1A, Si Dao Kou, Haidian District  
Beijing 100086  
China  
Tel: 225-0340  
Fax: 225-0346  
Product: seafood

China National Fisheries Corp.  
China  
Tel:(0411) 760-0339  
Fax:(0411) 760-0608  
Product: seafood

China Aquatic Fisheries Company  
No. 31, Ming Feng Lane  
Beijing 100032  
China  
Tel: 606-0912  
Fax: 606-0912  
Product: seafood

The China Society of Fisheries  
No. 31, Ming Feng Lane  
Beijing 100032  
China  
Tel: 602-0794  
Fax: 602-0794  
Product: seafood

Fujian Provincial Sea Fishery Corp.  
No. 1 Yu Gang Lu  
Economic & Technological  
Developing Zone  
Ma Wai, Fuzhou  
China  
Tel:(0591) 681-469  
Fax:(0591) 682-419  
Product: seafood

**CANADIAN EMBASSY**  
19 Dong Zhi Men Wai Street  
Chaoyang District  
Beijing, 100600  
People's Republic of China  
Tel:(011-86-1) 532-3536  
Fax:(011-86-1) 532-4072  
Contact: Mr. Richard Winter

## GULF EMIRATES

The Gulf Emirates (Kuwait, Bahrain, Qatar, United Arab Emirates and Oman) are traditional maritime arab cultures. Before oil, fishing, diving and pearling in seafood-rich gulfs of Arabia and Oman were mainstays of Emirate cultures. Tradition remains active in local fisheries and consumption of seafood is high. Fresh fish is bought from local markets and is the main source of seafood for gulf consumers. In addition one sees frozen fish, canned mackerel, tuna and some value added fish products in cooperatives and up-scale supermarkets. The hotel and restaurant trade draws from same sources.

Union of Co-operative Society  
P.O.BOX 1836  
Kuwait 13019  
Tel: (965) 254-2219; 254-3659  
Fax: (965) 254-0794  
Products: seafood

Khalaf and Zayed Trading Co.  
P.O. BOX 5025 SAFAT  
Kuwait 13051  
Tel: 484-8860, 484-2905  
Fax: 484-9343  
Products: seafood

Bassi Fisheries  
P.O. BOX 26645 SAFAT 13127  
Kuwait  
Tel: (965) 240-9585/4993  
Fax: (965) 240-5026  
Products: seafood

The Sultan Centre  
P.O.BOX 26567 SAFAT  
Kuwait 13126  
Tel: (965) 434-3155  
Fax: (965) 431-9071  
Products: seafood

Habeeb Hamza Fish Selling Office  
P.O. BOX. 5879  
SAFAT  
Kuwait 13059  
Tel: 243-7825  
Fax: 243-7821  
Products: seafood

Lake International Trading  
Establishment  
P.O. BOX 32108  
RUMAITHYA 25552, Kuwait  
Tel: (965) 262-2318  
Fax: (965) 362-2318  
Products: seafood

Faisal Al Nusif & Sons General  
Trading Company  
P.O.BOX 26611 SAFAT  
Kuwait 13127  
Tel: (965) 244-6002; 246-8543  
Fax: (965) 245-3372  
Products: seafood

Al Zinkawi Food Stuff Co.  
P.O. BOX 32165 SAFAT  
Kuwait 25552  
Tel: 246-2311/22  
Fax: 242-5828  
Products: seafood

Al-Waha Gulf International General  
Trading & Contracting Co.  
P.O. BOX 28587 SAFAT, Kuwait  
Tel: (965) 243-3248  
Fax: (965) 243-3249  
Products: seafood

Etemadco Co. Limited Kuwait  
P.O.BOX 20078 SAFAT  
Kuwait 13061  
Tel: (965) 241-9151; 246-3116/7  
Fax: (965) 245-8238  
Products: seafood

Al Mina Grilled Fish Showroom  
SALMIYA GULF ROAD, SQUAD  
Kuwait 20000  
Tel: 571-2470  
Products: seafood

Fish Centre  
P.O. BOX 396 MANAMA  
Bahrain  
Tel: 973 233 808  
Fax: 973 400 339  
Products: seafood

Al Jahra Food & Supplies Company  
P.O. BOX 689 SAFAT  
Kuwait 13007  
Tel: 240-3062, 243-4136/3279  
Fax: 240-3052  
Products: seafood

Nibras Al Khaleej Fisheries Est  
Farwaniya,  
Block 44 BLDG 7  
Falah Mubarak, Kuwait  
Tel: 477-1629  
Products: seafood

Anees Trading Centre Llc  
P.O. BOX 7532, RUWI  
Oman, Muscat  
Tel: 968 795 703  
Fax: 968 795 709  
Products: seafood

Petra Trading and Industrial Est.  
P.O. BOX 3331 SAFAT  
Kuwait 13034  
Tel: 474-5083/471-1408  
Fax: 474-5978  
Products: seafood

Jassim Al Wazzan Sons Co.  
P.O. BOX 124,  
Safat 13002  
Kuwait  
Tel: 965 4846 433  
Fax: 965 4836 162  
Products: seafood

Hamood & Asma Trading/Services  
P.O. BOX 3393, RUWI  
Oman, Kuwait  
Tel: 968 799 968  
Fax: 968 793 947  
Products: seafood



Mohd Al Areemi Trading  
P.O. BOX 4022, RUWI  
Oman, Muscat  
Tel: 968 794 349  
Fax: 968 708 320  
Products: seafood

Oman Fisheries Co  
P.O. BOX 2900 RUWI 112  
Oman Muscat  
Tel: 968 714 129  
Fax: 968 714 765  
Products: seafood

Fish Trading  
P.O. BOX 46402  
ABU DHABI, United Arab Emirates  
Tel: 9712 334 802  
Fax: 9712 451 206  
Products: seafood

Al Kaseb Foodstuff Est.  
P.O. BOX 4670  
DUBAI, United Arab Emirates  
Tel: 9714 217 204  
Fax: 9714 258 231  
Products: seafood

Caribeen Trading Est  
P.O. BOX 4978  
SHARJAH, United Arab Emirates  
Tel: 9716 336 334  
Fax: 9716 336 553  
Products: seafood

East Fish Processing Ltd  
P.O. BOX 2741  
SHARJAH, United Arab Emirates  
Tel: 9716 444 983  
Fax: 9716 455 318  
Products: seafood

Lyon Seafood Factory Ltd  
P.O. BOX 22211  
SHARJAH, United Arab Emirates  
Tel: 9716 322 001  
Fax: 9716 322 003  
Products: seafood

Sea Horse Food  
P.O. BOX 933  
SHARJAH, United Arab Emirates  
Tel: 9716 437 877  
Fax: 9716 436 877  
Products: seafood

#### **CANADIAN EMBASSY**

Da'Aiah-Block 4,  
Al-Mutawakel Street  
P.O. Box 25281  
Safat, Kuwait City, 13113  
Emirate of Kuwait  
Tel:(011-965) 256-3025  
Fax:(011-965) 256-4167  
Contact: Mr. Richard Ablett

## HONG KONG

Hong Kong represents a large and growing market for many types of seafood products as the country imports approximately Cdn\$6 billion worth of food annually, or 95 percent of its food requirements. The bulk of Hong Kong's fisheries imports are of fresh, chilled or frozen seafood products, with dried and salted products making up only a small portion of seafood consumption.

Per capita consumption of 44 kilograms of fisheries products is more than double that of Canada's, and is representative of the importance seafood plays in the diets of Hong Kong residents. Hong Kong residents incorporate a wide variety of seafood products in their diets. Some of the more popular species which are consumed on a regular basis include: prawns/shrimp, shark fins, squid, octopus, cuttle fish, scallops, abalone, geoduck, lobster, crab, sea cucumber, salmon, capelin, oysters, and a number of different fish fillets, crustaceans and molluscs. Seafood products are prepared in a assortment of methods in Hong Kong, many of which are known to North Americans through traditional Chinese cooking.

The absence of import duties, very limited import restrictions, and readily accepted Canadian quality standards, make Canadian seafood products competitive in the Hong Kong market. An expanding domestic economy, rising living standards, a growing population, and an increased interest in international food and beverages bode well for future Canadian seafood exports to the Hong Kong market. However, Hong Kong consumers are very price and quality conscious. Exports of Canadian fresh, frozen and processed fish and seafoods have been steadily growing over the last six years and it is anticipated that this trend will continue.

ASA Pacific (HK) Limited  
9/F, Po Yip Building  
Block A, Flat 7  
62-70 Texaco Road,  
Hong Kong  
Tsuen Wan, New Territories  
Contact: Matthew Leong  
Tel: 498-7381  
Fax: 413-6340  
Product: seafood

Asian Food Industries (HK) Ltd.  
7016-7025 East Roof Floor  
ATL Centre,  
Berth #3  
Container Terminal, Kwai Chung  
New Territories,  
Hong Kong  
Contact: John C. Fader  
Tel: 489-5888  
Fax: 489-9627  
Product: seafood

Casella Far East Limited  
1006 Guardian House  
52 Oi Kwan Road  
Hong Kong Island  
Contact: Johnny Hung  
Tel: 833-2183  
Fax: 572-8185  
Product: seafood

Cheong Hing Hon Kin Company  
34 Gough Street, Hong Kong Island  
Contact: Mr. H.K. Lam  
Tel: 815-1712  
Fax: 854-0972  
Product: seafood

Chester Trading Company  
654 Nathan Road, Hong Kong  
6/F, Flat B, Kowloon  
Contact: Mr. Ho Vai Chi  
Tel: 395-3235  
Fax: 397-0591  
Product: seafood

Dah Chong Hong Limited  
12/F, Hang Seng Building  
77 Des Voeux Road C.  
Central Hong Kong  
Tel: 523-7271  
Fax: 845-0222  
Product: seafood

Elite Fresh Food Company Limited  
1407 Hong Kong Plaza  
180-191 Connaught Road West  
Hong Kong Island  
Contact: John T.W. Kwong  
Tel: 548-5597  
Fax: 559-0069  
Product: seafood

Eurosia Holdings Limited  
Rooms 1101-3, 11/F,  
54 Hillwood Rd.  
The Leader Commercial Building  
Tsimshatsui,  
Kowloon,  
Hong Kong  
Contact: Peter Lee  
Tel: 366-9309  
Fax: 721-5021  
Product: seafood

Fook Wah Trading Company  
702 Alliance Building  
130-136 Connaught Road C.  
Hong Kong Island  
Contact: Mr. Lin Shel  
Tel: 815-3839  
Fax: 541-9069  
Product: seafood

Friesland Foods Limited  
17/F,  
Shun Tak Centre  
200 Connaught Road C.  
Central Hong Kong,  
Hong Kong  
Contact: Mr. E.A. Smulders  
Tel: 547-6226  
Fax: 858-3093  
Product: seafood

Fung Sang Trading Limited  
54-56 Bonham Strand West  
Hong Kong Island  
Contact: Mr. So Kai Luen  
Tel: 543-8251  
Fax: 541-0728  
Product: seafood

Geoduck Supplies Limited  
Block E  
39 Austin Road  
Kowloon, Hong Kong  
Contact: Thomas K.C. Ho  
Tel: 369-6898  
Fax: 739-4984  
Product: seafood

Hai Sang Hong Marine Foodstuffs  
G/F, Singga Commercial Centre  
149 Connaught Road West  
Western District  
Hong Kong Island  
Contact: Mr. So Kit Hoi  
Tel: 547-8171  
Fax: 858-2575  
Product: seafood

Hoi Fat Trading Development Co.  
14/F, Tung Lee Commercial Bldg.  
91-97 Jervois Street  
Hong Kong Island  
Contact: Wong Po Hon  
Tel: 544-8837  
Fax: 541-8992  
Product: seafood

Hong Kong Refrigerating Co. Ltd.  
47-51 Kwai Fung Crescent  
Kwai Chung,  
New Territories, Hong Kong  
Contact: Michael R.A. Duck  
Tel: 494-2233  
Fax: 489-8861  
Product: seafood

John D. Hutchison Trading Ltd.  
2 On Ping Street  
Siu Lek Yuen, Hong Kong  
Shatin, New Territories  
Contact: Daniel Leung  
Tel: 635-5555  
Fax: 637-5642  
Product: seafood

Kamtex International Limited  
17/F,  
88 Lockhart Road  
Wanchai, Hong Kong  
Contact: Mr. K.Y. Lam  
Tel: 529-3918  
Fax: 865-3433  
Product: seafood

Kevin T.H. Wu Company Limited  
1701 Wing On Central Building  
26 Des Voeux Road C.  
Hong Kong Island,  
Hong Kong  
Tel: 522-3258  
Fax: 845-2186  
Product: seafood

Kwong Tai Trading Company  
217 Wing Lok Street West  
Hong Kong Island  
Contact: Mr. Lui Tak Wah  
Tel: 544-6846  
Fax: 542-1099  
Product: seafood

Lee Shu International Limited  
1/F, Fat Lee Mansion,  
Flat #6,  
33-35 Carnarvon Road  
Kowloon, Hong Kong  
Tel: 721-1680  
Fax: 721-8447  
Product: seafood

Lucullus Food & Wines Co. Ltd.  
9 Wang Kwong Road  
Kowloon Bay  
Kowloon, Hong Kong  
Contact: John Tai  
Tel: 798-1288  
Fax: 796-0622  
Product: seafood

Mingson Industries Limited  
G/F, Kwai Tak Ind. Centre,  
Block #1  
Kwai Chung  
New Territories, Hong Kong  
Contact: Andrew Lee  
Tel: 428-1481/1121  
Fax: 480-4466  
Product: seafood

New World Trading Company  
705 Centre Mark  
287 Queen's Road C.  
Hong Kong Island  
Contact: Chow Sing Wai  
Tel: 544-5995  
Fax: 544-5352  
Product: seafood

Ocean Pine Limited  
20/F, Unit 2005A, Nang Fung Centre  
264-298 Castle Peak Road  
Tsuen Wan, New Territories  
Hong Kong  
Contact: Albert Poon  
Tel: 493-0106  
Fax: 412-0573  
Product: seafood

Oliver's Delicatessen  
33/F, Windsor House  
311 Gloucester Road  
Causeway Bay, Hong Kong  
Contact: Alexis Gavriloff  
Tel: 576-8077  
Fax: 577-0420  
Product: seafood

Sam Hup Enterprises Limited  
64-66 Bonham Strand West  
Hong Kong Island  
Contact: Mak Man Fai  
Tel: 548-6213  
Fax: 559-3550  
Product: seafood

Sherman International  
10/F, Lee On Ind. Building  
70 Hung To Road  
Kwun Tong, Kowloon, Hong Kong  
Contact: Lawrence Ng  
Tel: 797-0575  
Fax: 797-0575  
Product: seafood

Silco International Limited  
Unit B, 4/F, Freder Centre  
3 Mok Cheong Street  
Tokwawan, Kowloon, Hong Kong  
Contact: Bernard Hofstein  
Tel: 764-3632/44  
Fax: 764-0209/334-4429  
Product: seafood



Sun Wah Marine Products Co. Ltd.  
215-239 Wu Shan Road  
Tuen Mun,  
New Territories  
Hong Kong  
Contact: Mr. Fung Man To  
Tel: 468-8848/99  
Fax: 456-3054/2030  
Product: seafood

Sin Guen Trading Company  
9/F, Belgian House  
77-79 Gloucester Road  
Hong Kong Island  
Contact: Mr. Yau Shing Wong  
Tel: 865-1338  
Fax: 865-2000  
Product: seafood

Sun Ming Hong  
24 Hillier Street  
Hong Kong Island  
Contact: Joseph Y.H. Sit  
Tel: 543-5388  
Fax: 541-8514  
Product: seafood

Tai Fai Dev. Company Limited  
2/F, Goldfield Building  
42-44 Connaught Road West  
Hong Kong Island  
Contact: Benjamin Chan  
Tel: 540-8011  
Fax: 559-6893  
Product: seafood

Tai Loong Marine Prod. Limited  
53 Bonham Strand West  
Hong Kong Island  
Contact: Eric Yu  
Tel: 543-3512  
Fax: 542-0114  
Product: seafood

Willy Hoover Limited  
Unit 1, 1/F,  
International Plaza  
20 Sheung Yuet Road  
Kowloon Bay, Kowloon  
Hong Kong  
Tel: 799-8788  
Fax: 795-0929  
Product: seafood

Wilson Company  
6 Tat Hong Lane  
Hong Kong Island  
Contact: Mr. Leung Sing  
Tel: 545-5062  
Product: seafood

Wing Loong Hong  
70 Bonham Strand West  
Hong Kong Island  
Contact: Mr. Ho Fai  
Tel: 449-5203  
Fax: 548-7535  
Product: seafood

# **COMMISSION FOR CANADA**

13th Floor, Tower 1  
Exchange Square  
8 Connaught Place  
Hong Kong, Hong Kong  
G.P.O. 11142,  
Tel:(011-852) 847-7414  
Fax:(011-852) 847-7441/810-6736  
Contact: Mr. Chris Li

**INDIA**

India is a net exporter of fish and seafood products, however, a small quantity of preferred species are imported by bonded stores to cater to the diplomatic community resident in the country. According to Indian Government statistics, the country's total imports in 1992-93 were 27.8 tonnes of fish, fresh or frozen. Sources of supply for these imports were Japan (26.0 tonnes), and the United States (1.8 tonnes).

**CANADIAN HIGH COMMISSION****7/8 Shantipath,****Chanakyapuri****New Dehli 110 021,****Republic of India****P.O. Box 5208****Tel:(011-91-11) 687-6500****Fax:(011-91-11) 687-6579/5387****Contact: Mr. Ramesh C. Kamo**

## IRAN

Iran has a population of more than 60 million people and has recently become a potential market for seafood. Due to the high price of red meat and the low purchasing power of the people, fish has become a relatively affordable source of protein. The total domestic production during 1992/1993 was 327 tons. The forecasted amount of imports for 1994/1995 are 10,000 to 15,000 tons. Islamic rules state that only scaled fish may be consumed. Seafood currently being imported by Iran are; salmon (pink), mackerel (jack, blue), pollack (Alaska), cod (red), hoki and black ordory.

**Shilat Trading Corporation**  
No. 24, 11th Street,  
Miremad Street, Tehran  
P.O. Box 15875/4538  
Tehran, Iran  
Tel: 009821 850159/842533  
Fax: 854171  
Contact: Mr. Akbarof, Director  
Product: seafood

**Kish Fishing Company**  
No. 5 Navak Street,  
Africa Express Way,  
Tehran 15186,  
Iran  
Tel: 009821 68 36 36/68 62 22  
Fax: 68 61 15  
Contact: Mr. Tavakkoli, Director  
Product: seafood

**Zistmahi Iran Co. Ltd.**  
P.O. Box 15875/5647  
Tehran, Iran  
Tel: 222 4568  
Fax: 808 9432  
Contact: Mr. N.M. Azarian, Director  
Product: seafood

**Sadr Darya Company**  
6th Floor,  
No. 79 Keshavarz Blvd.,  
Tehran, Iran  
Tel: 009821 655279  
Fax: 655150  
Contact: Mr. H. Daryani, Director  
Product: seafood

**Seabadej Company Ltd.**  
P.O. Box 14155/3687  
Tehran,  
Iran  
Tel: 009821 656609  
Fax: 885 5511  
Contact: Mr. M. Bassam, Director  
Product: seafood

**CANADIAN EMBASSY**  
**57 Shahid Javad Sarafraz Street**  
**Ostad Motahari Avenue**  
**Tehran 11365**  
**Islamic Republic of Iran**  
**P.O. Box 11365-4647**  
**Tel:(011-98-21) 622623**  
**Fax:(011-98-21) 623202**  
**Contact: Mr. Mario Poirier**



## ISRAEL

Israel has a population of 5.2 million and a GDP of US\$ 65 billion. In 1992 fish imports were valued at US\$ 73.3 million while fish consumption per capita is estimated at 13.2 kgs (broken down; frozen fish 5.9 kgs, deep sea fishing 1.3kgs, canned fish 2.2 kgs and fresh water fish 3.8 kgs.

Israel imposes a quota of 3,000 tons per annum on whole fish imports to protect the Israeli fishing industry, this quota does not apply to fillets. Israel imports mostly South American species as well as Nile perch from Kenya. The bulk of imports from Canada are fish fillets, 225 tons in 1992.

Fish imports have risen 27% in the last two years due to the influx of Russian immigrants. Consumption of processed fish also grew substantially.

**A R WILLIGER INT.**  
24 Hametzuda St.,  
Azur Industrial Zone  
#61002  
Israel  
Tel: 972-3-5590124  
Fax: 972-3-5565701  
Contact: Zvi Williger  
Product: canned fish and seafood products

**E D N**  
3 Hametzuda St., Azur 61002  
Israel  
Tel: 972-3-5594471/2  
Fax: 972-3-5594473  
Contact: Joseph Sarig  
Product: fish, seafood, other products

**NORTAP TRADING**  
71 Matalon St.,  
Tel Aviv  
Israel  
Tel: 972-3-5371272  
Fax: 972-3-5370954  
Contact: Mr. Ariel Mirelman  
Product: fish, seafood, other products

**NAREX MIDDLE EAST CO.**  
27 Gordon St.,  
Givatayim 53235  
Israel  
Tel: 972-3-6734449  
Fax: 972-3-734426  
Contact: Mr. Gershon Ben-Itto  
Product: canned fish

**ISRAEL COLD STORAGE & SUPPLY COMPANY**  
P.O.Box 1789, Holon 58117  
Israel  
Tel: 972-3-5560980  
Fax: 972-3-5560981  
Contact: Mr. Uri Meiri  
Product: seafood, fish, other products

**FOOD MIGLAD IMPORT & EXPORT LIMITED**  
P.O.Box 381,  
98 Derech Hel Hashirion,  
Tel Aviv 61004,  
Israel  
Tel: 972-3-384080  
Fax: 972-3-376341  
Contact: Mr. Yoram Lustiger  
Product: seafood

**MEIR EZRA**  
71 Matalon St.,  
Tel Aviv  
Israel  
Tel: 972-3-371270  
Fax: 972-3-378543  
Contact: Mr. Dudi Ezra  
Product: fish, seafood, dried, fresh, frozen

**NACHMAN GILON CORP.**  
POB 30762, Tel Aviv 61307  
Israel  
Tel: 972-3-614169  
Fax: 972-3-615840  
Product: fish, seafood, other products

**MAN FOOD & FISH CONSERVES INDUSTRY LIMITED**  
5 Hasatit Street,  
Industrial Zone,  
Holon 58856  
Israel  
Tel: 972-3-5590880  
Fax: 972-3-5590907  
Contact: Mr. Meir Imber, V.P.  
Product: seafood

**ISAR AGENCIES**  
19 Daniel St.,  
Ramat Gan 52233,  
Israel  
Tel: 972-3-778902  
Fax: 972-3-771161  
Contact: Mr. Yehuda Michalis  
Product: seafood

**NEHEMIA LACHOVITZ LTD.**  
P.O. Box 1789,  
Holon 58117  
Israel  
Tel: 972-3-5592233  
Fax: 972-3-5560281  
Contact: Nehemia Lachovitz  
Product: seafood, fish, fresh, frozen, dried

**NIZER IMPORT LTD.**  
5 Hamanoa St.,  
Tel Aviv-Yaffo 68168,  
Israel  
Tel: 972-3-827538  
Fax: 972-3-811060  
Contact: Mr. M. Sigalovitz  
Product: seafood

**TRANS OCEANIC LTD.**  
 32 Ben Yehuda St.,  
 Tel Aviv 63805  
 Israel  
 Tel: 972-3-299528  
 Fax: 972-3-298098  
 Contact: Mr. Ruben Rudin  
 Product: seafood

**ASHKENAZY NAFTALI & SONS**  
 5 Piggio St.,  
 Tel Aviv 66101  
 Israel  
 Tel: 972-3-5602307  
 Product: seafood

**AVRAHAM COHEN & SONS**  
 P.O. Box 734,  
 Tel Aviv 61007  
 Israel  
 Tel: 972-3-5604943/5602064  
 Contact: Mr. Roby Cohen  
 Product: seafood

**CANADIAN EMBASSY**  
 220 Hayarkon Street  
 Tel Aviv 63405  
 State of Israel  
 P.O. Box 6410,  
 Tel:(011-972-3) 527-2929  
 Fax:(011-972-3) 527-2333  
 Contact: Ms. Atalia Hausvater

**BERKMAN FOODS**  
 P.O.Box 13180,  
 3 Barzel St., Tel Aviv  
 Israel  
 Tel: 972-3-5447435  
 Fax: 972-3-498118  
 Contact: Mr. Joel Sheinbaum  
 Product: seafood

**ZVI LANDAU**  
 13 Piggio St.,  
 Tel Aviv 66101, Israel  
 Tel: 972-3-5601705/5604902  
 Fax: 972-3-5662290  
 Contact: Mr. Zvi Landau  
 Product: seafood

**AGA TAGAR INT'L TRADE**  
 65 Salame St., Tel Aviv, Israel  
 Tel: 972-3-899100  
 Fax: 972-3-814230  
 Contact: Mr. Gil Tagar  
 Product: seafood

**KAPLAN NAIM & CO. LTD.**  
 P.O.Box 1655,  
 Tel Aviv 61015  
 Israel  
 Tel: 972-3-5374683  
 Fax: 972-3-372432  
 Contact: Mr. Victor Naim  
 Product: canned fish

**TT & S**  
 14 Gruzenberg St.,  
 Tel Aviv  
 Israel  
 Tel: 972-3-5170648  
 Fax: 972-3-5170639  
 Contact: Mr. Ilan Georgie  
 Product: seafood

## JAPAN

Japan is the world's largest market for fisheries products, having imported more than 3 million tonnes or US\$14.5 billion in 1993. Canada is the seventh largest supplier of fisheries products to Japan with exports totalling Cdn\$796 million (January-November 1993), and the largest exporter of such products as herring roes, lobster and capelin. Absorbing one third of total world trade of fisheries products, Japanese annual per capita consumption of fish is approximately 70 kilograms. Japan's domestic supply of fisheries products continues to decline leading to increased imports of such products. In addition to traditional species such as herring roes and salmon, there is great prospect for Canadian crab, shrimp, lobster (live, frozen), surf clams, ocean perch, sea urchin, tuna and turbot in this market.

While emphasis by Japanese importers is still placed on the import of fish for processing in Japan, they have also started purchasing fish with added value from supplier countries. For example, they are importing fillets rather than round or head-off and guts-out fish. In future negotiations with Japanese importers, it is recommended that Canadian exporters seek opportunity or ventures in which further processing of fish takes place in Canada for export to Japan.

Aburai Kabo Co., Ltd.  
3-12-13 Shinhamamachi,  
Shiogama City,  
Miyagi Prefecture 985  
Japan  
Tel: 022-364-3733  
Fax: 022-364-3755  
Product: Cod, Pollack, Rock Sole,  
Redfish, Salmon, King Crab, Surimi

Active Foods K.K.  
Kanayararu Bldg. 9FL.  
4-8-4 Kumochi-cho,  
Chuo-ku, Kobe 651  
Japan  
Tel: 078-231-2700  
Fax: 078-231-1022  
Product: Shrimp, Crab

AGS Commerce Ltd.  
Taikoen Bldg.  
1-3-8 Shibakoen,  
Minato-ku,  
Tokyo 105  
Japan  
Tel: 03-3434-6661  
Fax: 03-3434-3508  
Product: Live Lobster

Aichi Bussan Co., Ltd.  
81 Ikenoomote,  
Awara Shinkawa-cho,  
Nishikasugai-gun, Aichi Prefecture  
Japan  
Tel: 052-409-2061  
Fax: 052-409-4318  
Product: Fresh and Frozen Seafoods

Aito Trading Co., Ltd.  
89-1 Chonagi Kaibu-cho,  
Chiryu-shi, Aichi Prefecture  
Japan  
Tel: 0566-81-3632  
Fax: 0566-81-3634  
Product: Fresh and Frozen Seafoods

Alpha Seafoods Co., Ltd.  
3-1-1 Tsukiji,  
Chuo-ku, Tokyo 104  
Japan  
Tel: 03-3542-5522  
Fax: 03-3542-5737  
Product: Herring Roe, Salmon Roe,  
Other Fish Roe

Arai Trading Co., Ltd.  
Nagatani Bldg.  
3-40-9 Shonan,  
Suginami-ku, Tokyo 167  
Japan  
Product: Freshwater Fish,  
Freshwater Fish Caviar

Ataka Produce Co., Ltd.  
Y-Bldg.  
3-13-2 Shibaura,  
Minato-ku,  
Tokyo 108  
Japan  
Tel: 03-3798-0641  
Fax: 03-3798-0845  
Product: Salmon, Black Cod,  
Redfish, Salmon Roe, Herring Roe,  
Sea Urchin, Shrimp, Tuna, Snow  
Crab, King Crab, Squid

Bokusui Corporation  
Overseas Dept.  
1-1-16 Kanda Izumicho,  
Chiyoda-ku, Tokyo 100  
Japan  
Tel: 03-5821-1958  
Fax: 03-5821-2392  
Product: Tuna, Swordfish, Shrimp,  
Squid, Cod, Herring, Salmon

Bon Gurume Co., Ltd.  
5-17 Akasaka Kaigan,  
Kokurakita-ku, Kitakyushu-shi,  
Fukuoka 802  
Japan  
Tel: 093-541-1101  
Fax: 093-541-0011  
Product: Whelk, Salmon Roe,  
Shellfish

Canada Packers (Japan) Inc.  
Landic Nihonbashi Bldg.  
2-16-13 Nihonbashi,  
Chuo-ku, Tokyo 103  
Japan  
Tel: 03-3281-2011  
Fax: 03-3281-8419  
Product: Smelt, Salmon, Snow Crab

C.I. Seafoods, Ltd.  
4-7-3 Tsukiji,  
Chuo-ku, Tokyo 104  
Japan  
Tel: 03-3542-2383  
Fax: 03-3542-2539  
Product: Shrimp, Lobster, Northern  
Shrimp



Co-Optrade Japan Ltd.  
Seikyo Kaikan 4FL.  
4-1-13 Sendagaya,  
Shibuya-ku, Tokyo 151  
Japan

Tel: 03-3796-6354  
Fax: 03-3796-6366

Product: Black Cod, Eel, Herring,  
Mackerel, Pollack, Salmon, Herring  
Roe, Pollack Roe, Salmon Roe,  
Shrimp, Snow Crab, Smoked  
Salmon, Baby Clam, Shortneck  
Clam, Oyster

Daiei Taigen Co., Ltd.  
1-22-25 Nipponbashi,  
Chuo-ku, Osaka 542  
Japan

Tel: 06-641-6711  
Fax: 06-649-4092  
Product: Shrimp

Daimaru Kogyo, Ltd. Tokyo  
Agriculture & Marine Product Dept.  
2-18-11 Kiba,  
Koto-ku, Tokyo 135  
Japan

Tel: 03-3820-7123  
Fax: 03-3820-7089  
Product: Black Cod, Flounder,  
Halibut, Herring, Salmon, Smelt,  
Sole, Herring Roe, Pollack Roe,  
Salmon Roe, Shrimp, King Crab,  
Abalone, Baby Clam, Shortneck  
Clam, Oyster

Daimaru Kogyo, Ltd. Osaka  
Agricultural & Marine Products  
3-6-1 Kitakyuhoji-machi,  
Chuo-ku, Osaka 541, Japan  
Tel: 06-244-6620  
Fax: 06-244-6528  
Product: Sockeye Salmon, Chum  
Salmon, Herring, Herring Roe,  
Flounder

Daisui Co., Ltd.  
1-1-86 Noda,  
Fukushima-ku, Osaka 553  
Japan  
Tel: 06-469-3081  
Fax: 06-469-3143  
Product: Crab, Lobster, Shrimp

Daiyoshi Takashima Fisheries Co.,  
West 16, North 12,  
Chuo-ku, Sapporo City,  
Hokkaido 060  
Japan  
Tel: 011-736-8851  
Fax: 011-736-8856  
Product: Herring, Herring Roe, Snow  
Crab, Crab Claw, Shrimp, Redfish,  
Whelk

Diamond Seafoods Co., Ltd.  
4-1-17 Tsukiji,  
Chuo-ku,  
Tokyo 104  
Japan  
Tel: 03-3543-2535  
Fax: 03-3546-1789  
Product: Capelin, Herring, Salmon,  
Trout, Capelin Roe, Herring Roe,  
Salmon Roe, Trout Roe, Northern  
Shrimp, Lobster, Snow Crab, Squid,  
Mackerel, Whelk

Eastern Product Co., Ltd.  
Tokyo Kaijo Bldg. 7FL.  
1-2-1 Marunouchi,  
Chiyoda-ku,  
Tokyo 100  
Japan  
Tel: 03-3215-0371  
Fax: 03-3215-0370  
Product: Shrimp, Salmon

Ebijyo & Co., Ltd.  
6-23-5 Tsukiji,  
Chuo-ku, Tokyo 104  
Japan  
Tel: 03-3542-1361  
Fax: 03-3541-1518  
Product: Fresh, Frozen, Chilled,  
Herring, Salmon, Salmon Roe,  
Shrimp, Lobster, Squid, Oyster,  
Scallop

Ebiko Corporation  
6-1-8 Tsukiji,  
Chuo-ku,  
Tokyo 104  
Japan  
Tel: 03-3542-3435  
Fax: 03-3542-7665  
Product: Shrimp, Lobster

Ebino Daimaru Co., Ltd.  
6-21-7 Tsukiji,  
Chuo-ku, Tokyo 104  
Japan  
Tel: 03-3541-7281  
Fax: 03-3541-4959  
Product: Shrimp, Live Lobster,  
Frozen Lobster

Hakko Trading Co., Ltd.  
1-6-8 Kubota,  
Yokkaichi-shi, Mie Prefecture  
Japan  
Tel: 0593-54-1191  
Fax: 0593-54-1629  
Product: Salmon

Hanshin Teion Co., Ltd.  
Nakashige Bldg. 4FL.  
3-12-11 Tsukiji,  
Chuo-ku, Tokyo 104, Japan  
Tel: 03-3541-7541  
Fax: 03-3541-7547  
Product: Salmon, Shrimp

Hanwa Co., Ltd. Osaka  
4-3-9 Fushimi-machi,  
Chuo-ku, Osaka 541, Japan  
Tel: 06-206-3319  
Fax: 06-206-3389  
Product: Crab, Lobster, Herring Roe,  
Capelin, Salmon

Hanwa Co., Ltd. Tokyo  
1-13-10 Tsukiji,  
Chuo-ku, Tokyo 104, Japan  
Tel: 03-3544-2341  
Fax: 03-3544-2050  
Product: Black Cod, Capelin,  
Herring, Redfish, Salmon, Salmon  
Roe, Herring Roe, Shrimp, Lobster,  
Mackerel, Northern Shrimp, Turbot,  
Halibut, Sole, Flounder, Herring Roe  
on Kelp, Snow Crab

Happy World Inc.  
Shibuya Happy Bldg.  
6-19-14 Jingumae,  
Shibuya-ku, Tokyo 105, Japan  
Tel: 03-5458-8257  
Fax: 03-5458-8258  
Product: Salmon, Tuna, Live Lobster,  
Crab, Shortneck Clam, Oyster

Highland Overseas  
39-21 Takeda Okenoi-cho,  
Fushimi-ku, Kyoto 612  
Japan  
Tel: 075-602-4567  
Fax: 075-602-4389  
Product: Lobster, Snow Crab, King  
Crab

Hohsui Corporation  
3-7-3 Tsukiji,  
Chuo-ku, Tokyo 104  
Japan  
Tel: 03-5565-8946  
Fax: 03-3542-6808  
Product: Black Cod, Mackerel,  
Herring, Salmon, Surimi, Herring  
Roe, Pollack Roe, Salmon Roe,  
Shrimp, Prawn, Frozen Lobster,  
Rock Lobster, King Crab, Fish Meal

Hokkai Seafoods Co., Ltd.  
7-13-5 Tsukiji,  
Chuo-ku, Tokyo 104  
Japan  
Tel: 03-3546-1261  
Fax: 03-3546-1260  
Product: Capelin, Herring, Mackerel,  
Salmon, Trout, Capelin Roe, Herring  
Roe, Herring Roe on Kelp, Mullet  
Roe, Pollack Roe, Salmon Roe, Trout  
Roe, Squid

Hoko Fishing Co., Ltd.  
1-2-4 Tsukiji,  
Chuo-ku, Tokyo 104  
Japan  
Tel: 03-3542-5644  
Fax: 03-3545-2167  
Product: Black Cod, Capelin, Flat  
Fish, Mackerel, Redfish, Salmon,  
Herring, Herring Roe, Pollack Roe,  
Salmon Roe, Shrimp, Lobster, King  
Crab, Snow Crab, Squid, Octopus,  
Surf Calm, Bluefin Tuna

Hokushu Shokuhin Co., Ltd.  
Fuji Bldg.  
2-12-4 Hirakawa-cho,  
Chiyoda-ku, Tokyo 102, Japan  
Tel: 03-3237-0954  
Fax: 03-3237-0338  
Product: Salmon

Hosho Trading Inc.  
Kyodo Bldg.  
3-10-9 Ginza,  
Chuo-ku, Tokyo 104  
Japan  
Tel: 03-3543-7201  
Fax: 03-3545-5833  
Product: Tuna, Salmon, Salmon Roe,  
Herring Roe, Sea Urchin

Hoxan Corporation  
1-2 Nishi, Kita 3-jo,  
Chuo-ku, Sapporo City, Hokkaido  
Japan  
Tel: 011-212-2810  
Fax: 011-212-2867  
Product: Frozen Lobster

Icicle Seafoods (Japan) Ltd.  
Kinsen Bldg.  
2-14-8 Tsukiji,  
Chuo-ku, Tokyo 104  
Japan  
Tel: 03-3545-4751  
Fax: 03-3545-4767  
Product: Black Cod, Halibut, Herring,  
Salmon, Herring Roe, Salmon Roe,  
King Crab, Imitation Crab Meat

ITOCHU Corporation, Tokyo  
Marine Product Dept.  
2-5-1 Kita-Aoyama,  
Minato-ku, Tokyo 107-77  
Japan  
Tel: 03-3497-6185  
Fax: 03-3497-6186  
Product: Black Cod, Capelin,  
Halibut, Herring, Swordfish, Redfish,  
Salmon, Smelt, Tuna, Capelin Roe,  
Herring Roe, Salmon Roe, Snow  
Crab, Squid, Octopus, Canned Tuna,  
Canned Mackerel, Canned Sardine

ITOCHU Corporation, Osaka  
Marine Product Section  
4-1-3 Kyutaro-machi,  
Chuo-ku,  
Osaka 541-77  
Japan  
Tel: 06-241-3864  
Fax: 06-241-3211  
Product: Shrimp, Salmon,  
Harvestfish, Shellfish

Ito-Yokado Co., Ltd.  
4-1-4 Shibakouen,  
Minato-ku, Tokyo 105  
Japan  
Tel: 03-3459-2558  
Fax: 03-3459-6892  
Product: Seafoods

Japan Orchid Fishery Corp.  
Yamaichi Gyogyo Bldg. 3FL.  
4-9-5 Tsukiji,  
Chuo-ku, Tokyo 104  
Japan  
Tel: 03-3545-2696  
Fax: 03-3545-1835  
Product: Live Lobster

Kaioh Suisan Co., Ltd.  
2-6-7 Tsukiji,  
Chuo-ku, Tokyo 104  
Japan  
Tel: 03-3543-6066  
Fax: 03-3545-1689  
Product: Cod, Mackerel, Pollack,  
Redfish, Salmon, Sole, Tuna, Surimi,  
Cod Roe, Salmon Roe, Crab,  
Octopus

Kanaguchi Corporation  
108-3 Higashihirao,  
Hakata-ku, Fukuoka 816  
Japan  
Tel: 092-611-1117  
Fax: 092-611-9357  
Product: Sea Urchin, Shellfish,  
Swimming Crab

Kanekyo-Sanyu Reizo Co., Ltd.  
Kachidoki Shuhan Bldg.  
7-10-10 Tsukiji,  
Chuo-ku, Tokyo 104, Japan  
Tel: 03-3543-5318  
Fax: 03-3545-6071  
Product: All Fishery Product

Kanematsu Corporation  
Meat & Marine Product Dept.  
1-2-1 Shibaura,  
Minato-ku, Tokyo 105-05, Japan  
Tel: 03-5440-9530  
Fax: 03-5440-6554  
Product: Eel, Salmon, Shrimp,  
Lobster, Crab, Squid, Fish

Kasho Co., Ltd. Tokyo  
2-14-9 Nihonbashi,  
Chuo-ku, Tokyo 103  
Japan

Tel: 03-3276-7630

Fax: 03-3278-8280

Product: Salmon, Shrimp, Lobster,  
Crab, Squid, Abalone, Clam, Fish  
Roes

Kawasho Corporation  
Food Stuff Dept.  
World Trade Center Bldg.  
2-4-1 Hamamatsu-cho,  
Minato-ku, Tokyo 105  
Japan

Tel: 03-3578-5645

Fax: 03-3578-5927

Product: Flat Fish, Redfish, Salmon,  
Herring Roe, Salmon Roe, Shrimp,  
Squid

Kinsho-Mataichi Corporation  
2 Shuwa Shinkawa Bldg.  
1-24-1 Shinkawa,  
Chuo-ku,  
Tokyo 104  
Japan

Tel: 03-3297-7270

Fax: 03-3297-7398

Product: Cod, Mackerel, Sole,  
Shrimp

Kobe Yoko Ltd.  
4-2-8 Isobe-dori,  
Chuo-ku, Kobe,  
Hyogo Prefecture 651  
Japan  
Tel: 078-232-3921  
Fax: 078-232-3723  
Product: Harvest Fish

Koki Gyorui Co., Ltd.  
Daiki Bldg.  
7-7-5 Tsukiji,  
Chuo-ku, Tokyo 104  
Japan  
Tel: 03-3543-1091  
Fax: 03-3546-1005  
Product: Fresh, Chilled, Frozen,  
Blackcod, Herring, Ocean Perch,  
Salmon, Tuna, Herring Roe, Salmon  
Roe, Mackerel

Kosei Trading Ltd.  
Hirawada Bldg. No.2  
3-2-5 Tsukiji,  
Chuo-ku, Tokyo 104, Japan  
Tel: 03-5565-5661  
Fax: 03-5565-5660  
Product: Ground Fish, Herring,  
Salmon, Fish Roe

Koyo Co., Ltd.  
5-4-19 Shinsho,  
Yokkaichi-shi, Mie Prefecture  
Japan  
Tel: 0593-54-5411  
Fax: 0593-54-3447  
Product: Salmon, Crab, Redfish

Kurarei Co., Ltd.  
1-3-11 Nakasone Higashi,  
Kokuraminami-ku, Kitakyushu-shi  
Fukuoka 800-02, Japan  
Tel: 093-475-1121  
Fax: 093-475-2741  
Product: Shrimp, Shellfish

Z. Kuroda & Co., Ltd.  
4-11-3 Kikawa-Higashi,  
Yodogawa-ku, Osaka 532, Japan  
Tel: 06-303-1325  
Fax: 06-300-3448  
Product: Eel, Shrimp (frozen, boiled  
or fresh), Salmon (fillet), Clam, Cod,  
Surf Clam, Flounder, Red Mullet

Kyoei Shokai Co., Ltd.  
6-1-8 Tsukiji,  
Chuo-ku, Tokyo 104, Japan  
Tel: 03-3541-0120  
Fax: 03-3541-0645  
Product: Salmon, Salmon Roe,  
Herring Roe, Snow Crab, Ground  
Fish, Sea Urchin

Kyokuyo Co., Ltd.  
2-1-2 Marunouchi,  
Chiyoda-ku, Tokyo 100, Japan  
Tel: 03-3211-0154  
Fax: 03-3211-0196  
Product: Black Cod, Ground Fish,  
Capelin, Herring, Redfish, Salmon,  
Surimi, Herring Roe, Salmon Roe,  
Shrimp, Lobster, Crab, Squid,  
Octopus, Fish Meal

Kyuto Bussan Co., Ltd.  
4-4-5 Katakasu,  
Hakata-ku, Fukuoka 812  
Japan  
Tel: 092-411-7404  
Fax: 092-473-7664  
Product: Seaweed, Shrimp

Maple Foods Co., Ltd.  
Room #311  
6-7-9 Tsukiji,  
Chuo-ku,  
Tokyo 104  
Japan  
Tel: 03-5565-7001  
Fax: 03-3545-4059  
Product: Frozen Lobster, Live  
Lobster, Frozen Shrimp

Marubeni Corporation, Tokyo Head  
Office  
Marine Product Dept.  
1-6-1 Ohtemachi,  
Chiyoda-ku,  
Tokyo 100  
Japan  
Tel: 03-3282-4701  
Fax: 03-3282-9654  
Product: Herring, Redfish, Salmon,  
Tuna, Surimi, Shrimp, Crab, Squid,  
Herring Roe on Kelp, Salmon Roe

Marubeni Corporation, Osaka Head  
Office  
Marine Product Section  
2-5-7 Honmachi,  
Chuo-ku, Osaka 541  
Japan  
Tel: 06-266-2111  
Fax: 06-266-4280  
Product: Shrimp, Salmon, Salmon  
Roe

Marubeni Corporation, Kyushu  
Branch  
Fukuoka Fuji Bldg.  
2-8-49 Tenjin,  
Chuo-ku,  
Fukuoka 810  
Japan  
Tel: 092-711-2111  
Fax: 092-711-2100  
Product: Swimming Crab, Squid



Marubeni Reizo Co., Ltd.  
MS Shibaura Bldg. 8FL.  
4-13-23 Shibaura,  
Minato-ku, Tokyo 108  
Japan  
Tel: 03-3769-0035  
Fax: 03-3769-0043  
Product: Black Cod, Ground Fish,  
Capelin, Cod, Flounder, Halibut,  
Herring, Mackerel, Rock Fish,  
Salmon, Sole, Capelin Roe, Herring  
Roe, Salmon Roe, Lobster, Snow  
Crab, Swimming Crab, Octopus,  
Abalone

Marudai Sato Suisan Corp.  
6-3-20, Nijuyonken 3-jo,  
Nishi-ku,  
Sapporo City, Hokkaido  
Japan  
Tel: 011-621-6111  
Fax: 011-642-9274  
Product: Salmon, Crab, Sea Urchin

Marugen Marine Foods Co., Ltd.  
93 Tabata-cho,  
Kitami City,  
Hokkaido 090  
Japan  
Tel: 0157-24-8211  
Fax: 0157-24-8213  
Product: Herring Roe on Kelp

Maruha Corporation  
1-1-2 Ohtemachi,  
Chiyoda-ku, Tokyo 100  
Japan  
Tel: 03-3216-0212  
Fax: 03-3216-0316  
Product: Capelin, Black Cod, Ground  
Fish, Cod, Flounder, Hake, Herring,  
Pollack, Salmon, Tuna, Shrimp,  
Lobster, Crab, Squid, Octopus,  
Abalone

Marukyo Cooperative Ltd.  
2-8-3 Sakanamachi,  
Ishinomaki, Miyagi Prefecture 986  
Japan  
Tel: 0225-93-2311  
Fax: 0225-96-2158  
Product: Ground Fish, Salmon, Fish  
Egg

Matsuoka Co., Ltd.  
1-10-12 Higashi-Yamatomachi  
Shimonoseki City, Yamaguchi Pref.  
Japan  
Tel: 0832-67-5566  
Fax: 0832-67-5286  
Product: Black Cod, Eel, Mackerel,  
Redfish, Tuna, Surimi, Herring Roe,  
Pollack Roe, Salmon Roe, Shrimp,  
Lobster, Crab, Squid, Octopus, Dried  
Squid, Shells, Seaweed

Meiwa Trading Co., Ltd.  
3-3-1 Marunouchi,  
Chiyoda-ku, Tokyo 100, Japan  
Tel: 03-3240-9388  
Fax: 03-3240-9560  
Product: Capelin, Eel, Salmon,  
Shark, Swordfish, Tuna, Herring Roe,  
Salmon Roe, Shrimp, Lobster, Crab,  
Squid, Octopus, Hard Clam,  
Shortneck Clam, Sea Urchin, Shark

Mikasa Trading Co., Ltd.  
Sano Bldg. 6FL.  
1-19-9 Motoasakusa,  
Taito-ku, Tokyo 111, Japan  
Tel: 03-3845-7511  
Fax: 03-3845-7520  
Product: Tuna, Surimi, Pollack Roe

Mitsubishi Corporation  
Marine Product Dept.  
2-3-1 Marunouchi  
Chiyoda-ku, Tokyo 100-86  
Japan  
Tel: 03-3216-6705  
Fax: 03-3210-6726  
Product: Capelin, Herring, Salmon,  
Tuna, Surimi, Herring Roe, Salmon  
Roe, Shrimp, Lobster, Crab, Squid,  
Octopus

Mitsui & Co., Ltd.  
Marine Product Div.  
1-2-1 Ohtemachi,  
Chiyoda-ku, Tokyo 100, Japan  
Tel: 03-3285-6020  
Fax: 03-3285-9909  
Product: Capelin, Herring, Swordfish,  
Salmon, Tuna, Surimi, Herring Roe,  
Salmon Roe, Shrimp, Lobster, King  
Crab, Squid, Octopus

Miyoshi Trading Co., Ltd.  
Ochiai Bldg. 2FL.  
7-10-7 Tsukiji,  
Chuo-ku, Tokyo 104  
Japan  
Tel: 03-3546-8225  
Fax: 03-3546-8227  
Product: Black Cod, Redfish,  
Salmon, Shrimp, Crab

Mizusaki Shokai K.K.  
2-10-3 Muromi,  
Sawara-ku, Fukuoka 814  
Japan  
Tel: 092-821-8888  
Fax: 092-712-6868  
Product: Sea Urchin, Oyster, Tuna

Momokawa Foods, Inc.  
No.18 Yamakyo Bldg. 9FL.  
2-16-3 Nihonbashi,  
Chuo-ku, Tokyo 103  
Japan  
Tel: 03-3272-7321  
Fax: 03-3272-7324  
Product: Herring Roe, Herring,  
Redfish, Whelk

Muramoto & Co., Ltd.  
6-17-4 Tsukiji,  
Chuo-ku, Tokyo 104  
Japan  
Tel: 03-3545-5021  
Fax: 03-3541-0818  
Product: Salmon

New Nippo Corporation  
2-1-1 Uchisaiwai-cho,  
Chiyoda-ku, Tokyo 100  
Japan  
Tel: 03-3506-5376  
Fax: 03-3591-3575  
Product: All Fishery Product

New Toyo Sea Foods Co., Ltd.  
Ishikawa Bldg.  
2-20-1 Misakicho,  
Chiyoda-ku, Tokyo 101, Japan  
Tel: 03-3262-4408  
Fax: 03-3263-6947  
Product: Black Cod, Cod, Herring  
Roe, Shrimp, Lobster, Squid,  
Octopus

Nichimen Corporation  
Marine Product Dept.  
1-13-1 Kyobashi,  
Chuo-ku, Tokyo 104  
Japan  
Tel: 03-3277-8291  
Fax: 03-3277-8266  
Product: Herring, Salmon, Sea Trout,  
Tuna, Shrimp, Lobster, Crab, Squid,  
Abalone

Nichimo Co., Ltd.  
Nippon Bldg.  
2-6-2 Ohtemachi,  
Chiyoda-ku, Tokyo  
Japan  
Tel: 03-3245-4791  
Fax: 03-3245-4964  
Product: Sea Urchin

Nichinan Co., Ltd.  
Honikeda Bldg. 8FL.  
3-35-9 Higashi-Ueno  
Taito-ku, Tokyo 110  
Japan  
Tel: 03-5818-6561  
Fax: 03-5818-6521  
Product: Lobster

Nichirei Corporation  
Marine Product No.3,  
Marine Product Div.  
6-19-20 Tsukiji,  
Chuo-ku, Tokyo 104  
Japan  
Tel: 03-3248-2222  
Fax: 03-3248-2159  
Product: Ground Fish, Capelin,  
Herring, Redfish, Salmon, Smelt,  
Tuna, Surimi, Herring Roe, Salmon  
Roe, Shrimp, Prawn, Lobster, Crab,  
Squid

Nichiro Corporation  
1-12-1 Yurakucho,  
Chiyoda-ku, Tokyo 100  
Japan  
Tel: 03-3240-6211  
Fax: 03-3287-2326  
Product: Herring, Redfish, Salmon,  
Sea trout, Tuna, Herring Roe,  
Salmon Roe, Shrimp, Lobster, Crab,  
Squid

Nippon Suisan Kaisha, Ltd.  
2-6-2, Ohtemachi,  
Chiyoda-ku, Tokyo 100  
Japan  
Tel: 03-3244-7210  
Fax: 03-3244-7269  
Product: Black Cod, Cod, Flounder,  
Halibut, Herring, Mackerel, Pollack,  
Redfish, Salmon, Trout, Tuna,  
Herring Roe, Pollack Roe, Salmon  
Roe, Surimi, Shrimp, Prawn, Lobster,  
Crab, Squid, Octopus, Shellfish, Fish  
Meal, Fish Oil

Nissho Iwai Corporation, Tokyo  
Marine Product Dept.  
2-4-5 Akasaka,  
Minato-ku, Tokyo 107  
Japan  
Tel: 03-3588-3991  
Fax: 03-3588-4860  
Product: Tuna, Shrimp, Lobster,  
Crab, Squid, Octopus, Shark Fin

Nissho Iwai Corporation, Osaka  
Foodstuff Dept.  
2-5-9 Imabashi,  
Chuo-ku, Osaka 541  
Japan  
Tel: 06-209-4461  
Fax: 06-209-3811  
Product: Dried Squid

Nittetsu Shoji Co., Ltd.  
Toshiba Bldg.  
1-1-1 Shibaura,  
Minato-ku, Tokyo 105, Japan  
Tel: 03-3798-2933  
Fax: 03-3798-2187  
Product: Surimi, Crab, Halibut, Tuna,  
Salmon Roe, Sea Urchin

Nitto Shoji, Ltd.  
Foodstuff Dept.  
6-5-5 Namiyoke,  
Minato-ku, Osaka 552, Japan  
Tel: 06-583-7521  
Fax: 06-583-7524  
Product: Live Lobster, Cooked  
Lobster, Live Dungeness Crab,  
Chilled Atlantic Salmon, Fresh Dover  
Sole, Fresh Turbot, Monkfish Tail,  
Orange Roughy Fillet, Frozen Shrimp

Nomura Trading Co., Ltd.  
Tokyo Marine Product Dept.  
2-2-1 Yaesu,  
Chuo-ku, Tokyo 104, Japan  
Tel: 03-3277-4766  
Fax: 03-3274-3803  
Product: Black Cod, Capelin, Dab,  
Flounder, Herring, Mackerel, Redfish,  
Salmon, Scad, Sea Trout, Smelt,  
Witch, Capelin Roe, Cod Roe,  
Herring Roe, Pollack Roe, Salmon  
Roe, Northerner Shrimp, Shrimp,  
Lobster, Crab, Squid, Octopus,  
Abalone, Clam

Nousui Corporation  
3-2-1 Tamagawa,  
Fukushima-ku, Osaka 553, Japan  
Tel: 06-443-8653  
Fax: 06-443-0925  
Product: Black Cod, Salmon, Herring  
Roe, Salmon Roe, Shrimp, Crab,  
Octopus

Nozaki & Co., Ltd.  
7-16-19 Ginza,  
Chuo-ku, Tokyo 104, Japan  
Tel: 03-3542-9221  
Fax: 03-3545-2006  
Product: Black Cod, Ground Fish,  
Capelin, Mackerel, Redfish, Salmon,  
Sea Trout, Tuna, Capelin Roe,  
Herring Roe, Salmon Roe, Shrimp,  
Lobster, Crab, Squid, Octopus,  
Abalone, Sea Urchin

Ogawa Shoten Co., Ltd. Tokyo  
c/o Seibu Koku Kanda Office  
1-3-8 Iwamoto-cho,  
Chiyoda-ku, Tokyo, Japan  
Tel: 03-3865-0030  
Fax: 03-3851-5158  
Product: Sea Urchin

Okaya & Co., Ltd.  
Ohtemachi Bldg. 3FL.  
1-6-1 Ohtemachi,  
Chiyoda-ku, Tokyo 100, Japan  
Tel: 03-3214-8732  
Fax: 03-3214-8738  
Product: Ground Fish, Herring,  
Salmon, Herring Roe, Salmon Roe,  
Shrimp, Lobster, Crab

Okura & Co., Ltd.  
Foods & Provisions Dept.  
5F Okura-bekkan Bldg.  
3-4-1 Ginza,  
Chuo-ku, Tokyo 104  
Japan  
Tel: 03-3566-6580  
Fax: 03-3566-2873

Product: Black Cod, Capelin,  
Flounder, Halibut, Herring, Mackerel,  
Ocean Perch, Redfish, Rock Sole,  
Salmon, Sea Trout, Smelt, Capelin  
Roe, Herring Roe, Salmon Roe,  
Shrimp, King Crab, Snow Crab

Osaka Uoichiba Co., Ltd.  
1-1-86 Noda,  
Fukushima-ku, Osaka City 533  
Japan  
Tel: 06-469-2072  
Fax: 06-469-2168

Product: Crab, Lobster, Salmon,  
Trout, Herring, Herring Roe, Halibut,  
Flounder, Mackerel

Pacific Trading Corporation  
2-9 Kanda-Sudacho,  
Chiyoda-ku, Tokyo 101  
Japan  
Tel: 03-5256-8365  
Fax: 03-3255-2968  
Product: Ocean Perch, Black Cod,  
Ground Fish

Pegasus Foods Japan, Inc.  
Suisankaikan 1FL.  
5-9 Toyomi-cho,  
Chuo-ku, Tokyo 194  
Japan  
Tel: 03-3532-1031  
Fax: 03-3532-1479  
Product: Ground Fish, Salmon, Crab,  
Fish Roe

Ras Super Fries Co., Ltd.  
8-4-5 Nishi-Shinjuku,  
Shinkuku-ku, Tokyo  
Japan  
Tel: 03-3366-0911  
Fax: 03-3366-1144  
Product: Lobster (live and frozen),  
Surfclam, Dungeness Crab, Monkfish  
Liver

Sanshin Trading Co., Ltd.  
6-2 Hakataeki Chuogai,  
Hakata-ku, Fukuoka 812  
Japan  
Tel: 092-451-0311  
Fax: 092-472-2949  
Product: Eel

Sanyo Trading Co., Ltd.  
2-11 Kanda-Nishikicho,  
Chiyoda-ku, Tokyo 101  
Japan  
Tel: 03-3233-5882  
Fax: 03-3233-5917  
Product: Shrimp, Crab, Clam,  
Mackerel, Octopus, Salmon Roe,  
Herring Roe, Capelin Roe, Pollack  
Roe

Schooner Co., Ltd.  
Akasaka 7th Avenue Bldg.  
7-10-20 Akasaka,  
Minato-ku, Tokyo  
Japan  
Tel: 03-3587-0021  
Fax: 03-3587-1500  
Product: Shrimp, Surf Clam

Schooner Trading Corporation  
Tomizen Bldg., 2-11-4 Ginza,  
Chuo-ku, Tokyo 104, Japan  
Tel: 03-3545-6301  
Fax: 03-3545-8670  
Product: Capelin, Flat Fish, Herring,  
Mackerel, Redfish, Herring Roe,  
Shrimp, Crab, Squid

Shibamoto & Co., Ltd.  
1-1-12 Minato,  
Chuo-ku, Tokyo 104, Japan  
Tel: 03-3552-4231  
Fax: 03-3552-4877  
Product: Black Cod, Salmon, Herring  
Roe, Salmon Roe, Shrimp, Squid

Shibata Co., Ltd.  
4-47-5 Noke,  
Sawara-ku, Fukuoka 811-11  
Japan  
Tel: 092-862-3261  
Fax: 092-862-3298  
Product: Abalone, Sea Urchin,  
Scallop, Lobster

Shin Nihon Global Inc.  
SK Bldg. 3FL.  
1-13-19 Shintomi,  
Chuo-ku, Tokyo 104  
Japan  
Tel: 03-3555-3600  
Fax: 03-3555-3601  
Product: Black Cod, Flounder,  
Herring, Mackerel, Redfish, Salmon,  
Herring Roe, Salmon Roe, Shrimp,  
Crab, Sea Urchin

Shin Nishoku Co., Ltd.  
SN Bldg.  
3-3-19 Kachidoki,  
Chuo-ku, Tokyo 104, Japan  
Tel: 03-3533-7911  
Fax: 03-3533-2044  
Product: Salmon, Black Cod, Snow  
Crab, Prawn

Shinyei Kaisha  
77-1 Kyomachi,  
Chuo-ku, Kobe 650, Japan  
Tel: 078-392-6865  
Fax: 078-332-3127  
Product: Smelt, Squid, Crab, Whelk,  
Clam, Abalone, Other Shellfish,  
Shrimp, Lobster, Oyster, Clam

Sho-ei Pack Co., Ltd.  
Nakanishi Bldg.  
11-8 Kobunacho, Nihonbashi  
Chuo-ku, Tokyo 103, Japan  
Tel: 03-3664-4181  
Fax: 03-3664-4188  
Product: Sea Urchin

Showa Boeki Co., Ltd.  
International Division  
1-18-27 Edobori,  
Nishi-ku, Osaka 550, Japan  
Tel: 06-441-8121  
Fax: 06-444-6060  
Product: Sea Urchin, Shellfish

Sudoh Shoji Ltd.  
3-3-19 Kachidoki,  
Chuo-ku, Tokyo 104, Japan  
Tel: 03-3533-7303  
Fax: 03-3531-4433  
Product: Salmon, Salmon Roe,  
Herring Roe, Sea Urchin



Suichoku Co., Ltd.  
1-4-50 Nonomiya,  
Ibaraki-shi, Osaka 567  
Japan  
Tel: 0726-36-1033  
Fax: 0726-36-1044  
Product: Eel, Salmon

Sumikin Bussan Kaisha, Ltd.  
Food Product Dept.  
Sumitomoseimei Aoyama Bldg.  
3-1-30 Minami-Aoyama,  
Minato-ku, Tokyo 107, Japan  
Tel: 03-3478-9185  
Fax: 03-3478-9463  
Product: Salmon, Tuna, Shrimp,  
Lobster, Squid, Sea Urchin, Shellfish

Sumitomo Corporation (SC Marine  
Product Co.,Ltd.)  
Ginza East Bldg. 7FL.  
7-16-14 Ginza,  
Chuo-ku, Tokyo 104, Japan  
Tel: 03-3543-4910  
Fax: 03-3545-3458  
Product: Black Cod, Ground Fish,  
Herring, Ocean Perch, Salmon,  
Smelt, Herring Roe, Salmon Roe,  
Shrimp, Lobster, Crab, Squid

Sumitomo Corporation, Osaka  
Marine Product Section  
4-5-23 Kitahama,  
Chuo-ku, Osaka 541, Japan  
Tel: 06-220-6828  
Fax: 06-220-7770  
Product: Shrimp, Mackerel

Suzuki Shoten Co., Ltd.  
101 Edo-machi, Chuo-ku, Kobe,  
Hyogo Prefecture 650, Japan  
Tel: 078-321-5510  
Fax: 078-331-1190  
Product: Pink Salmon (fresh or  
frozen), King Salmon, Catfish, Clam

Taito Seiko Co., Ltd.  
1-1-21 Higashi-Shimbashi  
Minato-ku, Tokyo 105, Japan  
Tel: 03-3572-3235  
Fax: 03-3571-7881  
Product: Capelin, Herring, Redfish,  
Tuna, Fish Roe, Squid

Taizan Shokuhin Shoko Co., Ltd.  
1-2-23 Sangenjaya,  
Setagaya-ku, Tokyo 154  
Japan  
Tel: 03-3487-5555  
Fax: 03-5486-6933  
Product: Salmon, Dungeness Crab

Takaei Trading Co., Ltd.  
6-22-4 Tsukiji,  
Chuo-ku, Tokyo 104  
Japan  
Tel: 03-3542-4791  
Fax: 03-3542-4794  
Product: Swordfish, Shark, Tuna

Takeichi & Co., Ltd.  
Fujimoto Bldg. 2FL.  
3-12-6 Nihonbashi Kayaba-cho  
Chuo-ku, Tokyo 103  
Japan  
Tel: 03-3669-9252  
Fax: 03-3669-3540  
Product: Herring, Mackerel, Redfish,  
Herring Roe, Shrimp, Lobster, Crab,  
Squid

The Marine Foods Corporation  
3-13-1 Shibaura,  
Minato-ku, Tokyo 108  
Japan  
Tel: 03-3452-8121  
Fax: 03-3452-8912  
Product: Cod, Pollack, Salmon,  
Surimi, Salmon Roe, Shrimp, Squid,  
Octopus, Abalone, Scallop, Seaweed

Tobo Company Limited  
2-14 Oto-cho, Atsuta-ku  
Nagoya-shi, Aichi Prefecture  
Japan  
Tel: 052-682-6122  
Fax: 052-681-3030  
Product: Fresh and Frozen Seafoods

Toei Reefer Line, Ltd.  
Kokusai Hamamatsucho Bldg. 6FL.  
1-9-18 Kaigan,  
Minato-ku, Tokyo 105  
Japan  
Tel: 03-3438-3203  
Fax: 03-3437-6176  
Product: Tuna, Squid

Toho Corporation  
Marine Product Import/Export  
Section  
5-6-5 Itachibori,  
Nishi-ku, Osaka 550  
Japan  
Tel: 06-531-3631  
Fax: 06-543-0470  
Product: Snow Crab, Bluefin Tuna,  
Flounder, Lobster

Tohto Suisan Co., Ltd.  
5-2-1 Tsukiji,  
Chuo-ku, Tokyo 104  
Japan  
Tel: 03-3541-5264  
Fax: 03-3541-6239  
Product: Fresh Fish, Frozen Fish,  
Salted Fish Roe

Tokume, Ltd.  
4-2-6 Hachiman-dori,  
Chuo-ku, Kobe 651  
Japan  
Tel: 078-221-8181  
Fax: 078-221-8190  
Product: Sea Urchin

Tokusho & Co., Ltd.  
15-4 Nagahama,  
Chuo-ku, Fukuoka 810  
Japan  
Tel: 092-711-1788  
Fax: 092-721-4548  
Product: Lobster (frozen), Shrimp,  
Surimi, Scallop

Tokusui Co., Ltd.  
Tokyo Suisan Bldg. 5FL.  
4-18 Toyomicho,  
Chuo-ku, Tokyo 104, Japan  
Tel: 03-3533-5131  
Fax: 03-3533-5173  
Product: Black Cod, Salmon, Tuna,  
Shrimp, Crab, Clam

Tokusui Trading Corporation  
Tokyo Suisan Bldg. 5FL.  
4-18 Toyomicho,  
Chuo-ku, Tokyo 104, Japan  
Tel: 03-3531-8161  
Fax: 03-3531-8167  
Product: Tuna

Tokyo Hamasho Co., Ltd.  
Ikeda Bldg.  
7-11-8 Tsukiji,  
Chuo-ku, Tokyo 104, Japan  
Tel: 03-5565-1317  
Fax: 03-5565-1320  
Product: Salmon, Herring Roe

Tokyo Maruichi Shoji Co., Ltd.  
2-16-9 Uchikanda,  
Chiyoda-ku, Tokyo 101, Japan  
Tel: 03-3256-1121  
Fax: 03-3256-1254  
Product: Capelin, Cod, Herring,  
Ocean Perch, Pollack, Salmon,  
Smelt, Capelin Roe, Cod Roe,  
Herring Roe, Pollack Roe, Salmon  
Roe, Shrimp, Squid, Abalone, Clam

Tokyo Seafoods Ltd.  
Saiesta Bldg. 5FL.  
2-14-5 Tsukiji,  
Chuo-ku, Tokyo 104, Japan  
Tel: 03-5565-3511  
Fax: 03-5565-3524  
Product: Black Cod, Herring,  
Mackerel, Redfish, Salmon, Tuna,  
Cod Roe, Herring Roe, Salmon Roe,  
Shrimp, Crab, Squid, Octopus

Tomen Corporation, Tokyo  
Marine Product Dept.  
Kokusai Shin-Akasaka Bldg.  
6-1-20 Akasaka,  
Minato-ku, Tokyo 107, Japan  
Tel: 03-3588-6905  
Fax: 03-3588-9996  
Product: Capelin, Flounder, Herring,  
Mackerel, Redfish, Salmon, Sole,  
Capelin Roe, Herring Roe, Salmon  
Roe, Shrimp, Lobster, Crab, Squid,  
Octopus, Abalone, Sea Urchin

Tomen Suisan Co., Ltd.  
4-14-11 Ginza,  
Chuo-ku,  
Tokyo 104  
Japan  
Tel: 03-3542-3721  
Fax: 03-3546-9018  
Product: Salmon, Shrimp, Squid

Tonichi Company Ltd.  
SK Bldg. 8FL.  
4-13-4 Hatchobori,  
Chuo-ku,  
Tokyo 104  
Japan  
Tel: 03-3555-1021  
Fax: 03-3555-0157  
Product: Frozen Lobster, Snow  
Crab, Surf Clam, Monkfish Liver

Toshoku Ltd.  
Marine Product Group  
2-4 Nihonbashi Muromachi,  
Chuo-ku, Tokyo 103  
Japan  
Tel: 03-3245-2184  
Fax: 03-3245-2393  
Product: Tuna, Squid, Nori seaweed,  
Wakame Seaweed

Toshoku Seafoods Ltd.  
Sumitomo Tsukiji Bldg.  
5-4-14 Tsukiji,  
Chuo-ku,  
Tokyo 104  
Japan  
Tel: 03-3541-1171  
Fax: 03-3546-0491  
Product: Black Cod, Herring,  
Mackerel, Salmon, Tuna, Herring  
Roe, Salmon Roe, Shrimp, Lobster,  
Crab, Squid

Towa Foods Co., Ltd.  
2-1, North 3,  
East 3-jo, Nishishoro,  
Shiranuka-cho, Shiranuka-gun  
Hokkaido 088-05, Japan  
Tel: 01547-5-2014  
Fax: 01547-5-2329  
Product: Herring, Salmon, Herring  
Roe, Salmon Roe

Toyo Suisan Kaisha, Ltd.  
Fish Business Dept.  
2-13-40 Kohnan,  
Minato-ku, Tokyo 108  
Japan  
Tel: 03-3458-5161  
Fax: 03-3474-8900  
Product: Capelin, Eel, Ground Fish,  
Mackerel, Salmon, Herring Roe,  
Salmon Roe, Shrimp, Crab, Wakame  
Seaweed

Toyota Tsusho Corporation  
Foodstuff Dept.  
2-3-18 Kudanminami,  
Chiyoda-ku, Tokyo 102  
Japan  
Tel: 03-3230-8081  
Fax: 03-3230-8042  
Product: Capelin, Black Cod,  
Herring, Mackerel, Redfish, Salmon,  
Tuna, Shrimp, Lobster, Squid,  
Wakame Seaweed

Watarai Co., Ltd.  
1-7-10 Shinhamacho,  
Shiogama, Miyagi Pref. 985  
Japan  
Tel: 022-364-0355  
Fax: 022-365-5799  
Product: Cod, Black Cod, Flat Fish,  
Redfish, Sole

**CANADIAN EMBASSY**  
7-3-38 Akasaka,  
Minato-ku,  
Tokyo 107, Japan  
Tel: (011-81-3) 3408-2101  
Fax: (011-81-3) 3470-7280/3479-5320  
Contact: Mr. Ezio DiEmanuele

## JORDAN

Jordan's only outlet to the sea is the Gulf of Aqaba. Fishing in Aqaba has been declining steadily and quantities caught are hardly sufficient to cover the local community. Thus, seafood products are mainly imported fresh from Yemen, from where there are frequent flights. Lobster, shrimp and other delicacies are imported frozen and are usually to be found in large supermarkets and luxury hotels. In both cases, the supermarkets and hotels import the seafood directly.

Mr. A. Mamduh Abu-Hassau  
P.O. Box 665  
Amman,  
Jordan  
Tel: 962-6-627801  
Fax: 962-6-627803  
Product: frozen lobster, shrimp,  
other seafood delicacies

Khalaf Supermarket  
P.O. Box 586  
Amman,  
Jordan  
Tel: 962-6-625140  
Contact: Mr. Maurice Khalaf  
Product: frozen lobster, shrimp,  
other seafood delicacies

Hotel Inter-Continental Jordan  
P.O. Box 35014  
Amman, Jordan  
Tel: 962-6-641361  
Fax: 962-6-645217  
Contact: Mr. S. Bartes  
Product: frozen lobster, shrimp,  
other seafood delicacies

Mr. George Noursi  
P.O. Box 611044  
Amman,  
Jordan  
Tel: 962-6-816796  
Fax: 962-6-826298  
Product: frozen lobster, shrimp,  
other seafood delicacies

Safeway International  
P.O. Box 960650  
Amman,  
Jordan  
Tel: 962-6-685311  
Fax: 962-6-685350  
Product: frozen lobster, shrimp,  
other seafood delicacies

Marriott Hotel  
P.O. Box 926333  
Amman, Jordan  
Tel: 962-6-607607  
Fax: 962-6-670100  
Contact: Mr. R. Coppleman  
Product: frozen lobster, shrimp,  
other seafood delicacies

**CANADIAN EMBASSY**  
**Pearl of Shmeisani Building**  
**Shmeisani, Amman**  
**Hashemite Kingdom of Jordan**  
**P.O. Box 815403**  
**Tel:(011-962-6) 666-124/5/6**  
**Fax:(011-962-6) 689-227**  
**Contact: Mr. Shahid Museitif**



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**LEBANON**

Fisheries has always been a traditional sector for Lebanon and the trade enjoyed comfortable standards with the prices of seafood higher than any other country in the region. This was the case until a few years after the commencement of the civil war, the Mediterranean was rumoured to be polluted and fish not fit for human consumption. This has affected the industry greatly and for some time fresh seafood was a rare commodity. After the cessation of the civil strife, the Lebanese business men started to import seafood in addition to small quantities caught locally. Imported seafood is usually frozen and restricted to the more expensive varieties.

Spinneys Lebannon S.A.L.  
Verdun-Chili St., Kholeilat Building  
Beirut, Lebanon  
Tel:(961-1) 814413/863230/805667  
Fax:(961-1) 860076  
Product: frozen seafood

Food & Food  
P.O. Box 14-5612  
Beirut,  
Lebanon  
Tel:(961-1) 30355/304114/304988  
Product: frozen seafood

The Summerland Hotel  
Beirut,  
Lebanon  
Tel:(961-1) 304830/865151/863844  
Fax:(961-1) 863163  
Product: frozen seafood

Al-Tamween  
Mohammad H. Salch for Trading  
P.O. Box 135179  
Beirut, Lebanon  
Tel:(961-1) 811932/813255  
Product: frozen seafood

**CANADIAN EMBASSY**  
**Pearl of Shmeisani Building**  
**Shmeisani, Amman**  
**Hashemite Kingdom of Jordan**  
**P.O. Box 815403**  
**Tel:(011-962-6) 666-124/5/6**  
**Fax:(011-962-6) 689-227**  
**Contact: Mr. Shahid Museitif**

## MALAYSIA

The Malaysian seafood industry has been experiencing steady growth in the last 5 years. In 1992, imports of fish and seafood products into Malaysia amounted to Cdn\$ 291 million. Product import categories are fresh, chilled and frozen fish (Cdn\$ 182.9 million), sardines (Cdn\$ 24.3 million), prawns/shrimps (Cdn\$ 43.7 million), crabs (Cdn\$ 14.5 million) while Malaysian exports are mainly in frozen and canned seafood products.

Malaysia's main trading partner in the seafood sector is Thailand which contributes about 47 percent or Cdn\$ 137.9 million of the total seafood imports valued at Cdn\$ 291 million in 1992. Their exported products to Malaysia are crabs, shrimps and prawns, cuttle fish and squid, mackerel and other marine fish. Other main trading partners for Malaysia are Japan, Australia, Singapore, Indonesia and New Zealand.

Canadian exports to Malaysia in this sector have been small but increasing. Canada's main exports to Malaysia are lobster, salmon and oysters which are favoured and highly regarded by major restaurants and hotels in Malaysia for their quality. Besides concentrating on the traditional seafood products, Canadian exporters should also consider exporting fresh/frozen shrimps and canned crabs and squids.

**Ben Foods (M) Sdn Bhd**  
 Lot 4 & 6,  
 Jalan SS 13/6  
 Subang Jaya Industrial Estate  
 47500 Petaling Jaya, Selangor  
 Malaysia  
 Tel:(03) 734-5901  
 Fax:(03) 734-5898  
 Contact: Ms. Sue Thong  
 Product: canned tuna/sardine, other  
 canned products

**The Malayan Refrigerating Sdn**  
 Lot #1050,  
 Jalan Dua,  
 Selayang Baru,  
 68100 Batu Caves, Selangor,  
 Malaysia  
 Tel:(03) 618-8040  
 Fax:(03) 618-5833  
 Contact: Jeffery Tan, Manager  
 Product: frozen, chilled fish, seafood,  
 lobster, oysters, other crustacean  
 products

**Blue Pacific Enterprise**  
 Lot G.70,  
 Wisma Stephen  
 Jalan Raja Chulan  
 50200 Kuala Lumpur, Malaysia  
 Tel:(03) 242-5051  
 Fax:(03) 254-3564  
 Contact: Johan Tung  
 Product: live lobster

**Pok Brothers (M) Sdn Bhd**  
 12 Jalan tukul 16/5  
 40000 Shah Alam,  
 Malaysia  
 Tel:(03) 550-5030  
 Fax:(03) 550-5680  
 Contact: Lawrence Pok  
 Product: frozen, chilled, fish,  
 seafood, crustaceans

**Butterworth Iceworks Sdn Bhd**  
 4402 Chain Ferry Road  
 12100 Butterworth  
 Penang,  
 Malaysia  
 Tel:(04) 346-744  
 Fax:(04) 319-804  
 Contact: Saw Hai Earn  
 Product: frozen, chilled shrimp, crab,  
 crab meat, squid, octopus, canned  
 sardine, tuna, canned tuna, other  
 seafood products

**Asia Marine Product Sdn Bhd**  
 15 Lebuhraya Petai  
 Pandamaran Industrial Estate  
 42000 Port Kelang  
 Selangor,  
 Malaysia  
 Tel:(03) 368-9806  
 Fax:(03) 368-3557  
 Contact: Mr. Wang  
 Product: prawns, crab meat, other  
 seafood products

**Tropical Canning Corporation Sdn**  
 Bhd  
 14 Danby Street  
 14000 Bukit Mertajam  
 Penang  
 Malaysia  
 Tel:(04) 511-061  
 Fax:(04) 593-292  
 Contact: Tan Boon Soo  
 Product: frozen tuna, sardines, other  
 pelagic products

**Seafood Distributors (M) Sdn**  
 22 Jalan 21/11B,  
 S.E.A Park  
 46300 Kuala Lumpur,  
 Malaysia  
 Tel:(03) 775-2609  
 Fax:(03) 775-2615  
 Contact: Doris Teo, Manager  
 Product: fresh, frozen, dried, chilled,  
 salmon, lobster, fish, seafood,  
 scallop, oysters

**Pacific Shore Finefood Sdn**  
 21 Jalan 7/70A  
 Taman Sri Hartamas  
 50480 Kuala Lumpur,  
 Malaysia  
 Tel:(03) 254-5300  
 Fax:(03) 254-9780  
 Contact: S. Yeoh Beng Hoe  
 Product: frozen, chilled, fish, other  
 seafood products

Juri Bekal (M) Sdn Bhd  
356-C, Tingkat 3  
Batu 2 1/2 Jalan Ipoh  
51200 Kuala Lumpur,  
Malaysia  
Tel:(03) 443-7162  
Fax:(03) 443-6399  
Contact: Dr. Santhirakesu,  
Product: frozen seafood

Barkath Marine Product Sdn  
189 Jalan Sungai Pinang  
10050 Penang  
Malaysia  
Tel:(04) 626-255  
Fax:(04) 612-925  
Contact: T.M. A. Jabbar, Director  
Product: frozen shrimp, other  
seafood products

Cold Storage Trading Berhad  
9th Fl., Jaya Shopping Centre  
Jalan Semangat  
46100 Petaling Jaya  
Selangor, Malaysia  
Tel:(03) 758-8888  
Fax:(03) 758-1291  
Contact: Ahmad Abu Bakar  
Product: chilled/frozen

**CANADIAN HIGH COMMISSION**  
**Plaza MBF, 7th Floor**  
**Jalan Ampang**  
**50450 Kuala Lumpur**  
**Federation of Malaysia**  
**P.O. Box 10990**  
**Tel:(011-60-3) 261-2000**  
**Fax:(011-60-3) 261-3428/1270**  
**Contact: Mr. Randall Liew**

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## PAKISTAN

Due to local dietary habits, seafood is limited to coastal areas and only fresh seafood is consumed. The Pakistan domestic seafood catch is obtained from the Arabian Sea near Karachi, most of it is consumed locally and the balance is processed almost entirely for export. The local Pakistan market price of seafood is relatively low. However, imports of frozen fish and processed seafood are subject to high tariffs (80% import duty and a 15% sales tax).

### **CANADIAN HIGH COMMISSION**

**Diplomatic Enclave**

**Sector G-5**

**Islamabad**

**Islamic Republic of Pakistan**

**Tel:(011-92-51) 211-101-4**

**Fax:(011-92-51) 211-540**

**Contact: Mr. Waheed Khan**



## PHILIPPINES

Imports of fish, whether fresh or frozen are mainly by canning factories. Thus an entry strategy for foreign seafood suppliers would be through contracts with the firms in this directory. There are no import quotas or volume restrictions on marine animals (with the exception of certain dangerous species of fish) and products. However, tariff duties are levied on these imports based on species type and product preparation.

Bureau of Fish & Aquatic Res.  
880 Quezon Avenue,  
Quezon City, Metro Manila  
Philippines  
Tel: 922-21-97  
Fax: 98-85-17  
Contact: Guillermo L. Morales  
Product: seafood

Philippine Fisheries Development  
Authority  
373 Quezon Avenue  
Quezon City, Philippines  
Tel: 911-39-25  
Fax: 911-39-49  
Contact: M.I. Sarmiento, Jr.  
Product: seafood

Frabelle Fishing Corporation  
235 North Bay Boulevard  
Navotas, Metro Manila  
Philippines  
Tel: 23-16-51  
Fax: 22-12-01  
Contact: Francisco Tiu Laurel  
Product: seafood

RBL Fishing  
925 M. Naval Street  
Navotas, Metro Manila  
Philippines  
Tel: 23-40-71  
Fax: 22-32-76  
Product: seafood

Southeast Asian Fisheries  
Development (SEAFDEC)  
State Financing Building  
Mandaluyong, Metro Manila  
Philippines  
Tel: 924-55-11  
Fax: 924-55-11 to 13  
Contact: Dr. Efren Flores

Inter-Island & Deep-Sea Fishing  
Association  
Navotas Fishery Port Complex  
Navotas, Metro Manila  
Philippines  
Tel: 23-30-38  
Fax: 23-91-49  
Contact: Alonso Tan  
Product: seafood

San Miguel Fish Industries Inc.  
2614 Suez cor. Kakarong Sts.  
Makati,  
Metro Manila  
Philippines  
Tel: 85-10-91  
Fax: 86-35-01  
Contact: Andres Soriano III  
Product: seafood

Permex Producer/Exporter  
Suite 4F, Vermont Towers  
Malate, Metro Manila  
Philippines  
Tel: 50-58-56  
Fax: 522-21-04  
Contact: T.C. Tan, President  
Product: seafood

RFM Tuna Corporation  
Pioneer St. cor. Sheridan St.  
Mandaluyong, Metro Manila  
Philippines  
Tel: 631-81-01  
Fax: 631-50-39/631-50-07  
Product: seafood

**CANADIAN EMBASSY**  
11th Floor, Allied Bank Centre  
6754 Ayala Avenue  
Makati, Metro Manila  
Republic of the Philippines 1200  
Tel:(011-63-2) 815-9536  
Fax:(011-63-2) 810-1699/815-9595  
Contact: Mr. Byron C. Lee

## RUSSIA

The Russian Market for fish and seafood products is quite different from what it was in the Soviet centralised system. The number of outlets has increased, as well as the variety of outlets. At one end, the market demand exceeds supply and the potential for medium and low priced fish/seafood products intended for general consumption is almost unlimited. At the other end, there is a smaller but growing market for higher end products sold to western style restaurants, hotels and shops selling almost exclusively imported products. The main species imported are; herring (mostly salted in barrels), sardines in oil, canned herring in sauce, sardines in tomato sauce, fillets of cod and tuna, canned tuna, live and frozen lobster, scallops, shrimp and molluscs mostly find their way to hotels, restaurants and western style grocery stores. While looking at the market potential, exporters should keep in mind that logistics and distribution can be difficult, funds are often lacking and the business environment is evolving. It is expected that the average tariff rate will be increased, probably doubled.

Firm "Produkty"  
("Prodintorg")  
32/34 Smolenskaya/Sennaya  
Moscow 121200, Russia  
Tel:(095) 244-3482  
Fax:(095) 244-2629  
Contact: Vyacheslav V. Kungurtsev  
Product: seafood

Rosproimport Corporation  
2-7/10 Marx-Engels Street  
Moscow 121019,  
Russia  
Tel:(095) 203-2437  
Fax:(095) 291-6130  
Contact: Kirill A. Avdeev  
Product: seafood

Firm "Moreprodukty"  
(Joint Stock Company Sovrybflot)  
9 Rozhdestvensky Blvd.  
Moscow 103045, Russia  
Tel:(095) 208-4057/925-4983/925-  
5456  
Fax:(095) 230-2730  
Product: seafood

Scorpio Company Ltd.  
Entr. 7, 17 Marshala Grechko  
Prospect  
Moscow 121357, Russia  
Tel:(095) 449-8894, 445-4949/3920  
Fax:(095) 449-8922  
Product: seafood

Products International  
10 B. Gnezdnikovsky Per.  
Moscow 103009,  
Russia  
Tel:(095) 229-8290  
Fax:(095) 229-8332  
Product: seafood

**CANADIAN EMBASSY**  
**Starokonyushenny Pereulok 23**  
**Moscow 12100**  
**Russian Federation**  
**Tel:(011-7-095) 241-5070**  
**Fax:(011-7-095) 241-9034**  
**Contact: Miss Irina Litvinova**

## SAUDI ARABIA

The domestic seafood market in Saudi Arabia is quite substantial with total imports of approximately 25,000 tonnes per year. It is believed that the demand for imports will increase over the next few years due to a growing national population, shifting tastes and preferences, and the proliferation of supermarkets and expatriates who make up a sizeable portion of the domestic market for seafood.

**Al Entisar Trading Est.**  
P.O. Box 16627,  
Riyadh 11474  
Saudi Arabia  
Tel:(1) 462-3369  
Fax:(1) 465-6659  
Contact: Mr. Isaac Sakka, General  
Manager  
Product: Salmon, Fresh Fish, Frozen  
Cod, Haddock Fillet, Rainbow Trout,  
Frozen Shrimp

**Arabian Food Supplies**  
P.O. Box 1400, Jeddah 21431  
Saudi Arabia  
Tel:(2) 651-4284  
Fax:(2) 651-28546  
Contact: Mr. Magdi Yacoub, General  
Manager  
Product: Canned Tuna, Sardines,  
Crab Meat, Salmon, Shrimp,  
Anchovies, Herrings, Mackerel,  
Frozen Fish Fingers, Kipper Frozen  
Fillet, Frozen Haddock

**CANADIAN EMBASSY**  
**Diplomatic Quarter**  
**Riyadh 11693**  
**Kingdom of Saudi Arabia**  
**P.O. Box 94321**  
**Tel:(011-966-1) 488-2288**  
**Fax:(011-966-1) 488-0137**  
**Contact: Mr. Joe Fakhri**

**Al-Jufailah Corporation**  
P.O. Box 13951,  
Jeddah 21414, Saudi Arabia  
Tel:(02) 665-4782/6658945  
Fax:(02) 667-3501  
Contact: Mr. Ayaz A. Shaikh  
Product: Frozen Shrimp, Tilapia,  
Mackerel, Herrings, Frozen Fish

**Sunbulah Food & Fine Pastries Mfg.**  
**Co. Ltd.**  
P.O. Box 8950, Jeddah 21492  
Saudi Arabia  
Tel:(02) 636-8485/636-4469  
Fax:(02) 636-4950  
Contact: Ibrahim Yousef Kurdi  
Product: Frozen Fish Fingers

**Basamh Trading Company**  
P.O. Box 427, Jeddah 21411  
Saudi Arabia  
Tel:(02) 660-6668  
Fax:(02) 660-1544  
Contact: Salem A.S. Basamah  
Product: Frozen Fish Fingers

**General Trading Company**  
P.O. Box 1520,  
Al-Khobar 31952, Saudi Arabia  
Tel:(03) 857-5622  
Fax:(03) 857-5834  
Contact: Mr. James Reid  
Product: Canned Seafood, Frozen  
Cod, Herrings, Haddock Fillets,  
Salmon

**Sands Corporation**  
P.O. Box 7030,  
Jeddah  
Saudi Arabia  
Tel:(02) 682-1863  
Fax:(03) 682-7939  
Contact: Mr. Ghazi Nourallah  
Product: Smoked Salmon, Other  
Specialty Products

**Al-Nujaidi Est.**  
P.O. Box 53649,  
Riyadh 11593  
Saudi Arabia  
Tel:(01) 476-1475  
Fax:(01) 473-0221  
Contact: Mr. Shafat Ali Khan,  
Director Marketing  
Product: Fresh, Frozen, Chilled,  
Dried, Salmon, Trout, Cod, Other  
Fish, Seafood, Haddock, Prawns,  
Herring

**Le Gourmet Trading Company**  
**(Saudi Arabia Market)**  
**Carezma International S.A.**  
353, rue de la Tour  
Centra 127,  
94566 Rungis Cedex,  
France  
Tel:46 86 77 79  
Fax:46 86 75 19  
Contact: Mr. Nabil Al-Turk,  
General Manager  
Product: Smoked Salmon, Caviar



## SINGAPORE

With a sound and expanding economy, Singapore has a population of only 2.8 million people and enjoys one of the highest per capita incomes in Asia, second only to Japan. This dynamic growth is also reflected in the seafood industry, where total imports average over Cdn\$ 700 million/year in the last three years. The local market for seafood is fairly large with a per capita consumption of 32 kgs, making it one of the highest seafood consumers in Asia. Although consumption of seafood in general has taken on a healthy trend, statistics indicate that Canada's share of the import market is small. Canada's range of products are classified under the temperate species, of which consumption is minimal in this region. The most popular species consumed in this region are; black and white pomfret, spanish mackerel, golden snapper, hard tail, coral fish sea bream, dorab and cultured species such as sea bass and grouper. Seafood products that are in demand are the exotic high value varieties like tuna, salmon, lobster, geoduck, abalone, oysters and dried squid.

**Ben Foods (S) Pte Ltd**  
230B Pandan Loop, Singapore 0512  
Tel: 778-6655  
Fax: 777-2869  
Contact: Mr. Charles Ong, Manager  
Product: seafood

**Euraco FineFood Pte Ltd**  
Blk 219 Henderson Rd #01-03  
Henderson Industrial Park  
Singapore 0315  
Tel: 276-5433  
Fax: 276-2978  
Contact: Mr. Sebastian Tan, Director  
Product: seafood

**Fisheries Products Pte Ltd**  
Block #20, Pandan Loop #01-149  
Singapore 0512  
Tel: 778-2811  
Fax: 774-3117  
Contact: Ms. Diana Wong, Manager  
Product: seafood

**Sintra Marine International Pte**  
465 Alexandra Road #14-00  
NOL Building, Singapore 0511  
Tel: 279-0752  
Fax: 278-9938  
Product: seafood

**Global Fisheries Pte Ltd**  
1 Second Chin Bee Road  
Jurong, Singapore 2261  
Tel: 264-0984  
Fax: 264-0974  
Contact: Mr. Ngap Whay Loy  
Product: seafood

**Hock Bee Frozen Food Enterprise**  
10 Fishery Port Road  
Singapore 2261  
Tel: 268-9144  
Fax: 265-3609  
Contact: Mr. Thomas Peh, Director  
Product: seafood

**Kaiyen Co Pte Ltd**  
Blk 21 Pandan Loop #01-167  
Singapore 0512  
Tel: 779-1772  
Fax: 779-6166  
Contact: Mr. Raymond Lim  
Product: seafood

**Tenneco Pte Ltd**  
121 Defu Lane 10, Singapore 1953  
Tel: 282-8655  
Fax: 282-8751  
Contact: Mr. Hai Yong Tan, Director  
Product: seafood

**Pan Seas Enterprises (Pte) Ltd**  
35B Fishery Port Road  
Singapore 2261  
Tel: 264-2233  
Fax: 265-0839  
Contact: Mr. Arthur Seit, Director  
Product: seafood

**Seafood Distributors (S) Pte**  
48 Hillview Terrace #01-06  
Hillview Building  
Singapore 2366  
Tel: 760-2376  
Fax: 760-0853  
Contact: Mr. Jasmond Ong, Sales  
Product: seafood

**Singapore Marine Enterprises Pte**  
5 Jalan Tepong, Singapore 2261  
Tel: 265-0576  
Fax: 265-8798  
Contact: Mr. Sian Teck Lee  
Product: seafood

**Wales Seafood (S) Pte Ltd**  
24 Tuas Avenue 12, Singapore 2263  
Tel: 862-0422  
Fax: 861-6728  
Contact: Mr. John Wales, Director  
Product: seafood

**CANADIAN HIGH COMMISSION**  
IBM Towers, 14th Floor  
80 Anson Road, Singapore 0207  
Republic of Singapore  
P.O. Box 845  
Tel:(011-65) 225-6363  
Fax:(011-65) 226-1541  
Contact: Mr. Peter C.M. Ho

## SOUTH KOREA

The South Korean per capita seafood consumption was 28.93 kg in 1992. South Korea imported fish products worth US\$ 446 million in 1992 and with declining access to foreign fishing grounds, prospect is that the market will grow. Canada's position in the South Korean import market is very low at 4,855 tons (US\$ 8,901,884). The majority of Canadian commercial fish species in the South Korean market are mainly pacific salmon, herrings both roe and meat, cod including black cod, rock fish, lobster including lobster tail and various other types of shell fish. South Korea presents Canada with a potentially exciting fisheries product market of more sophisticated consumers demanding a wide supply of quality seafood products.

## Youngsung Agro-Fishery Co.

915-14, Bangbae-dong,  
Seocho-ku, Seoul  
South Korea  
Tel:(02) 584-0436  
Fax:(02) 584-0438  
Contact: Jung Sang-Joon  
Product: groundfish, herring, fish

## Lucky-Goldstar International Corporation

20, Youido-dong,  
Youngdeungpo-gu,  
Seoul, South Korea  
Tel:(02) 787-5332  
Fax:(02) 785-7762  
Contact: Mr. Kim Gil-Nam  
Product: groundfish

## Baeyo Industries Co.

734-34, Banpo-dong,  
Seocho-gu,  
Seoul  
South Korea  
Tel:(02) 515-2052  
Fax:(02) 515-2052  
Contact: Mr. Lee Hong-Joo  
Product: lobster and lobster tail

## Sunkyoung Limited

36-1, Ulchiro 2-ka,  
Chung-gu, Seoul  
South Korea  
Tel:(02) 758-2788  
Fax:(02) 728-0031  
Contact: Park Kun-Shik  
Product: groundfish

## Samsung Corporation

250, Taepyung-ro,  
Chung-gu,  
Seoul, South Korea  
Tel:(02) 751-3595  
Fax:(02) 728-4391  
Contact: Mr. Nam Min-Woo  
Product: groundfish

## Asia Food Product Co Ltd.

335-1, Changrim-dong,  
Saha-gu,  
Pusan, South Korea  
Tel:(051) 29-9211  
Fax:(051) 202-2022  
Contact: Nam Pil-Won, President  
Product: seafood

## Doosan Industries

649-14, Dungchon-dong,  
Kangseo-gu, Seoul  
South Korea  
Tel:(02) 600-1553  
Fax:(02) 607-6494  
Contact: Mr. Lim Sung-Eun  
Product: groundfish

## Han Beck Atlantic Prod. Co.

159-8, Karak-dong,  
Songpa-gu, Seoul, South Korea  
Tel:(02) 443-3147  
Fax:(02) 443-3149  
Contact: Y.T. Kim, President  
Product: lobster and lobster tail

## Daerim Fishery Co Ltd.

77, Mugyo-dong,  
Chung-gu, Seoul, South Korea  
Tel:(02) 777-1751  
Fax:(02) 756-3259  
Contact: Kim Myung-Nyun  
Product: seafood

## Hyundai Corporation

140-2, Kye-dong,  
Chongro-gu, Seoul  
South Korea  
Tel:(02) 746-1473  
Fax:(02) 746-1074  
Contact: Chung Sok-Mo  
Product: groundfish

## Louis Corporation

88-7, Nonhyun-dong,  
Kangnam-gu, Seoul, South Korea  
Tel:(02) 547-7878  
Fax:(02) 511-7565  
Contact: Mr. Lee Nack-Hee  
Product: lobster and lobster tail

## Daewoo Corporation

541, Namdaemunno 5-ga,  
Chung-gu, Seoul, South Korea  
Tel:(02) 759-2114  
Fax:(02) 753-9489  
Contact: Kim Woo-Choong  
Product: seafood

## Kolon International Corporation

45, Mugyo-dong,  
Chung-gu, Seoul, South Korea  
Tel:(02) 311-8953  
Fax:(02) 754-5314  
Contact: Mr. Kim In-Nam  
Product: groundfish

## Chungjigi Trading Co.

517-4, Sinsa-dong,  
Kangnam-gu,  
Seoul, South Korea  
Tel:(02) 549-1586  
Fax:(02) 542-0546  
Contact: Mr. K.C. Kim, President  
Product: lobster and lobster tail

## Dong Bang Ocean Fisheries Company Limited

128-33, Chungnim-dong,  
Chung-gu, Seoul, South Korea  
Tel:(02) 392-1051  
Fax:(02) 392-7693  
Contact: Cho Yong-Hun, President  
Product: seafood

**Dongwon Industries Company Ltd**  
355, Chungnim-dong,  
Chung-gu, Seoul, South Korea  
Tel:(02) 331-3001  
Fax:(02) 392-5218  
Contact: Kim Jae-Chul, President  
Product: seafood

**Hansung Enterprise Co Ltd.**  
34, Taepyeong-dong 1-ga,  
Yongdo-gu, Pusan, South Korea  
Tel:(051) 48-2221  
Fax:(051) 413-3399  
Contact: Lim Won-Kun, President  
Product: seafood

**Hong Ji Mool San Co Ltd.**  
272, Pungdok-dong,  
Sunchon-shi, Chunnam, South Korea  
Tel:(0661) 3-2161  
Fax:(0661) 741-6278  
Contact: Song Lee-Kewn, President  
Product: seafood

**Hyosung Corporation**  
17-7, Namdaemunno 4-ga,  
Chung-gu, Seoul, South Korea  
Tel:(02) 771-1100  
Fax:(02) 754-9983  
Contact: Huh Chung-Wook  
Product: seafood

**Kooil Industrial Co Ltd.**  
60-17, Taepyeongno 1-ga,  
Chung-gu, Seoul, South Korea  
Tel:(02) 735-7584  
Fax:(02) 737-0178  
Contact: LEE IN-HYUNG, President  
Product: seafood

**CANADIAN EMBASSY**  
10th Floor,  
Kolon Building  
45 Mugyo-Dong, Jung-ku  
Seoul 100-170  
Republic of Korea  
P.O. Box 6299  
Tel:(011-82-2) 753-2605  
Fax:(011-82-2) 755-0686  
Contact: Mr. J.H. Kim

**Korea Tourist Hotel Supply Center**  
255-5, Nung-dong,  
Songdong-gu, Seoul, South Korea  
Tel:(02) 444-8821  
Fax:(02) 452-7294  
Contact: Lee Choon-Keun  
Product: seafood

**Korea Wonyang Fisheries Co.**  
72, Kyonji-dong,  
Chongno-gu, Seoul, South Korea  
Tel:(02) 739-5300  
Fax:(02) 739-9973  
Product: seafood

**Kyung Dong Kyoyuk Co Ltd.**  
18-33, Songnam-dong,  
Songnam-shi Kyonggi-do  
South Korea  
Tel:(0342) 47-7050  
Fax:(0342) 47-2788  
Product: seafood

**Marine Industrial Co Ltd.**  
401, Marine Bldg.  
221-13, Nonhyon-dong,  
Kangnam-gu, Seoul, South Korea  
Tel:(02) 547-5711  
Fax:(02) 546-9420  
Product: seafood

**Nam Bug Fisheries Co Ltd.**  
51, Sogong-dong,  
Chung-gu, Seoul, South Korea  
Tel:(02) 771-43  
Fax:(02) 756-8245  
Product: seafood

**Oyang Fisheries Co Ltd.**  
76-3, Taepyeongno 1-ga,  
Chung-gu, Seoul, South Korea  
Tel:(02) 732-6500  
Fax:(02) 732-5300  
Product: seafood

**Sajo Industrial Co Ltd.**  
157, Chungjongno 2-ga,  
Sodaemun-gu, Seoul, South Korea  
Tel:(02) 313-9000  
Fax:(02) 313-8079  
Product: seafood

**Sam Yang Co Ltd.**  
263, Yonji-dong,  
Chongno-gu, Seoul, South Korea  
Tel:(02) 743-7711  
Fax:(02) 743-7720  
Contact: KIM SANG-EUNG  
Product: seafood

**Samho Moolsan Co Ltd.**  
275-6, Yangjae-dong,  
Seocho-gu, Seoul  
South Korea  
Tel:(02) 589-1114  
Fax:(02) 589-1001  
Contact: CHO KANG-HO, President  
Product: seafood

**Silla Trading Co Ltd.**  
93-52, Pukchang-dong,  
Chung-gu, Seoul  
South Korea  
Tel:(02) 778-6161  
Fax:(02) 756-3955  
Contact: Park Joon-Hyung, President  
Product: seafood

**Ssang Yong Corporation**  
24-1, Cho-dong 2-ga,  
Chung-gu, Seoul  
South Korea  
Tel:(02) 270-8114  
Fax:(02) 273-0981  
Contact: Kim Ki-Ho, President  
Product: seafood

**Taiyang Silup Co Ltd.**  
523, Pumul-dong,  
Tong-gu, Pusan, South Korea  
Tel:(051) 462-0655  
Fax:(051) 462-9175  
Contact: Hur Hum, President  
Product: seafood



**SRI LANKA**

Sri Lanka does not import a significant quantity of fresh or frozen seafood, as it's domestic fishing fleet and licensed offshore fishing boats satisfy the domestic demand with not much left over for canning. Therefore Sri Lanka does import a considerable amount of canned and dried seafood products. The most popular canned imported products are mackerel and sardines and the exporters are most commonly Thailand and Singapore, though some Canadian products have been spotted on the shelves. The most common export source for dried fish is the Maldives.

Delmage and Forsyth and Co.  
101 Vinayalankara Mawatha  
P.O. Box 45,  
Colombo 10, Sri Lanka  
Tel: 94-1-693361-8  
Fax: 94-1-698139/699413  
Product: seafood

Shaw Wallace and Hedges  
P.O. Box 84,  
Colombo 3  
Sri Lanka  
Fax: 94-1-575089  
Product: seafood

Keels Food Products  
130 Glennie Street  
Colombo  
Sri Lanka  
Product: seafood

**CANADIAN HIGH COMMISSION**  
**6 Gregory's Road**  
**Colombo**  
**Democratic Socialist Republic**  
**of Sri Lanka**  
**P.O. Box 1006**  
**Tel:(011-94-1) 69-58-41/42/43**  
**Fax:(011-94-1) 68-70-49**

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**SYRIA**

Syria enjoys a large coastline along the Mediterranean Sea and consequently, has a somewhat thriving domestic fishing industry. A very limited quantity of seafood, if any, is imported and is confined to the expensive varieties which are imported directly by the major hotels in Syria.

Mr. Raymond Kalpakji  
P.O. Box 1314  
Damascus, Syria  
Product: seafood

Mr. Maurice Asfoura  
P.O. Box 13538  
Damascus, Syria  
Product: seafood

Sheraton Damascus  
P.O. Box 4795  
Damascus, Syria  
Contact: Mr. Edmond Khouly  
Product: seafood

FF Export Import Co.  
P.O. Box 82  
Aleppo, Syria  
Contact: Mr. Farid Frangleh  
Product: seafood

**CANADIAN EMBASSY**  
**Pearl of Shmeisani Building**  
**Shmeisani, Amman**  
**Hashemite Kingdom of Jordan**  
**P.O. Box 815403**  
**Tel:(011-962-6) 666-124/5/6**  
**Fax:(011-962-6) 689-227**  
**Contact: Mr. Shahid Museitif**

## TAIWAN

Taiwan has a population of 21 million and a per capita income of over \$13,000 (\$CDN). Total fishery production is decreasing by about 10% per annum, providing a good opportunity for Canada to market its seafood products to Taiwan and gain a greater share of total imports of 499,239 tons valued at \$675 million (\$CDN). There is evidence of a recent trend of declining domestic production and processing due to higher operating and capital costs.

Taiwan has recently moved processing to southeast Asia and investment is growing in mainland China. This has resulted in a growing number of imports of fish and seafood products to satisfy Taiwanese consumers. Products imported include; lobster, shrimp, eel, crab, caplin, scallop, fish roe, halibut, sea-cucumber and sea-blubber.

Jall Eon Trading Company Limited  
5, Alley 58,  
Lane 278,  
Yung Chi Rd.,  
Taipei,  
Taiwan  
Tel: 02-763-1600  
Fax: 02-768-2142  
Product: fresh, frozen, chilled,  
lobster, crab

Big Ben Industries Inc.  
1, 6Fl, 296,  
Hsin Yi Rd.,  
Sec.4,  
Taipei,  
Taiwan  
Tel: 02-709-1455  
Fax: 02-706-9139  
Product: fresh, frozen, chilled,  
lobster, crab

Eu Tend Industry Co., Ltd  
3f., 173,  
Pa Teh Rd., Sec.3,  
Taipei,  
Taiwan  
Tel: 02-751-5260  
Fax: 02-741-6731  
Product: fresh, frozen, chilled,  
lobster, crab, scallop

Kyomatsu Trading Company Limited  
10 Floor,  
337 Tung hua S. Rd.  
Section.1,  
Taipei, Taiwan  
Tel: 02-755-3248  
Fax: 02-700-5314  
Product: fresh, frozen, chilled,  
lobster, crab

Hoehing International Company  
Limited  
8f-5, 432,  
Kee Lung Rd., Sec.1,  
Taipei,  
Taiwan  
Tel: 02-758-1015  
Fax: 02-758-1020  
Product: lobster, crab, scallop,  
halibut

Shin Ho Sing Ocean Enterprise Co.,  
Limited  
9f., 560,  
Chung Hsiao E. Rd., Sec.4,  
Taipei,  
Taiwan  
Tel: 02-758-2662  
Fax: 02-729-6111  
Product: scallop, halibut

Yen & Brothers Enterprise Company  
Limited  
37, Lane 449,  
Wan Ta Road,  
Taipei, Taiwan  
Tel: 02-754-2770  
Fax: 02-703-2000  
Product: lobster, crab, capelin,  
scallop, fish roe, halibut, sea-  
cucumber, sea-blubber, other  
seafood products

Shiang Kwel Co., Ltd  
1, 4f, 125,  
Roosevelt Rd., Sec.5,  
Taipei,  
Taiwan  
Tel: 02-934-0844  
Fax: 02-934-0829  
Product: fresh, frozen, chilled,  
lobster, crab

Mascot Company, Ltd.  
2, 9F., 50,  
Hsin Sheng S. Rd.,  
Section #1,  
Taipei,  
Taiwan  
Tel: 02-391-8621  
Fax: 02-351-1065  
Product: fresh, chilled, frozen,  
scallop, eel

Lin Progress Incorporated  
3f, 174,  
Pa Teh Road, Sec.4,  
Taipei, Taiwan  
Tel: 02-765-0151  
Fax: 02-765-0154  
Product: halibut, lobster, crab,  
scallop

Tai-Sask Trading Corporation  
12f-1, 164,  
Pa Teh Rd., Sec.3,  
Taipei,  
Taiwan  
Tel: 02-778-0713  
Fax: 02-778-0710  
Product: lobster, crab, halibut,  
scallop

Tomo Bright Industrial Co.,  
8-3F, 155,  
Hsin Yi Rd., Sec.4,  
Taipei,  
Taiwan  
Tel: 02-702-2232  
Fax: 02-702-2321  
Product: fresh, chilled, frozen,  
halibut, fish, seafood, lobster, crab,  
scallop

Taiwan Ming Tai Co., Ltd  
10, lane 101,  
Ta An Rd., Sec.1,  
Taipei, Taiwan  
Tel: 02-731-5215  
Fax: 02-731-5349  
Product: halibut

Kao-w Industrial Corp., Ltd.  
2F., 117,  
Nanking E. Rd., Sec.3,  
Taipei, Taiwan  
Tel: 02-506-6377  
Fax: 02-506-5970  
Product: halibut

Hu Han Trading Co., Ltd  
464, Wan Ta Rd.,  
Taipei, Taiwan  
Tel: 02-301-3252  
Fax: 02-309-8339  
Product: halibut, lobster, crab,  
scallop

Ocean By Corporation  
10-1f., 127,  
Yen Ping N. Rd., Sec.2,  
Taipei, Taiwan  
Tel: 02-531-2321  
Fax: 02-561-5821  
Product: scallop, halibut

Shiang Kwel Co., Ltd  
4-1f., 125,  
Roosevelt Rd., Sec.5,  
Taipei, Taiwan  
Tel: 02-934-0844  
Fax: 02-934-0829  
Product: halibut, lobster, crab

Crystal Anguilla Corp.  
8-10F., 316., Nanking E. Rd., Sec.5,  
Taipei, Taiwan  
Tel: 02-761-5454  
Fax: 02-764-3365  
Product: halibut, sea-cucumber, sea-  
blubber, scallop

Feng Ho Li Corp.  
1-8F., 35,  
Shao Hsing Nr. St.,  
Taipei, Taiwan  
Tel: 02-395-6011  
Fax: 02-356-9421  
Product: sea-cucumber, blubber, roe

**CANADIAN TRADE OFFICE**  
**13th Floor**  
**365 Fu Hsing North Road**  
**Taipei,**  
**Taiwan**  
**Tel:(011-886-2) 713-7268**  
**Fax:(011-886-2) 712-7244**  
**Contact: Mr. David Wong**



## THAILAND

The fisheries and aquaculture industries are particularly important for Thailand. In 1992, Thailand imported fish and fish products which totalled approximately \$870 million (US\$). Major species imported were tuna, skipjack, salmon, shrimp, prawn and mackerel. Most of the imported tuna, skipjack and salmon was imported for the purpose of canning and was then exported to other markets.

Apart from importing for the purpose of canning, market potential does exist for fresh salmon, trout and other seafood products. Although the market size is presently small, Thailand is considered to be a growing market in the importation of fish products.

Siam Food Services  
2439 Old Paknam Railway Rd  
Bangkok 10110, Thailand  
Tel:(662) 249-1501  
Fax:(662) 249-7294  
Contact: Mr. Ron Armstrong  
Product: seafood

World Arabian Thai Intertrade  
61/179-180 Taveemite Hacienda,  
Rama IX Road,  
Huay Kwang, Bangkok 10310  
Thailand  
Tel:(662) 245-5311  
Fax:(662) 247-1865  
Contact: Barrie Quatermain  
Product: seafood

Choice Food (Thailand) Co.,  
595/10-11, Sukhumvit 33/1 Rd  
Bangkok 10110, Thailand  
Tel:(662) 258-0705  
Fax:(662) 258-5090  
Contact: Mr. Robert Coombes  
Product: seafood

Foodland Supermarket Co.,  
2675 Ladprao 95  
Bangkok 10310, Thailand  
Tel:(662) 530-0220  
Fax:(662) 539-0837  
Contact: Mr. Edwin Lim  
Product: seafood

Villa Supermarket Company  
591/1 Soi Daengudom  
Sukhumvit Road  
Bangkok 10110, Thailand  
Tel:(662) 258-5072  
Fax:(662) 259-1077  
Contact: S. Phoorikasem  
Product: seafood

Thai Union Manufacturing Co.,  
28-32 Yukol Road, Phomprab  
Bangkok 10100, Thailand  
Tel:(662) 224-9850  
Fax:(662) 224-0973  
Product: seafood

Unicord Co., Limited  
#404, Phyathai Road, Patumwan  
Bangkok 10330, Thailand  
Tel:(662) 216-0200  
Fax:(662) 216-1468  
Product: tuna

Pattaya Food Industries Co.,  
#728/69,  
Ratchadapisek Road  
Yannawa  
Bangkok 10120,  
Thailand  
Tel:(662) 295-2640  
Fax:(662) 295-3318  
Contact: Mr. Pinyo Cheepwan  
Product: tuna

Ta Kong Food Industrial Co.,  
1668/78,  
Charoenkrung Road  
Bangkok 10120,  
Thailand  
Tel:(662) 211-1120  
Fax:(662) 212-4319  
Contact: Y. Pibuladhanapata  
Product: tuna

Chotiwat Manufacturing Co.,  
59/22-23 Charoenkrung 65  
Yannawa  
Bangkok 10120  
Thailand  
Tel:(662) 211-5014  
Fax:(662) 212-4971  
Contact: J. Chotiwatanaphan  
Product: tuna

CANADIAN EMBASSY  
138 Silom Rd,  
P.O. Box 2090  
Bangkok 10500, Thailand  
Tel:(011-66-2) 237-4126  
Fax:(011-66-2) 236-7119  
Contact: Thawee Thaiprasithiporn

## TURKEY

Turkey has a population of 60 million with an annual growth of approximately 2.4 %, has an annual domestic catch of approximately 450-500,000 tons and 80% of the annual fish caught is caught in the Black Sea. Anchovies account for 50% of the annual catch and the other major varieties caught are; turbot, mackerel, seabass, bonito, blue fish, sole, mullet and sardines.

Turkey's annual fisheries production has been declining since the mid 1980's at a rate of 2-3% a year. Annual per capita fish consumption is estimated to be between 4-5 kgs. Major fish and seafood exporters to Turkey are the United States, France, Norway, Netherlands, Switzerland, Germany and Greece. The total annual quantity of seafood imports to Turkey is about 20-25,000 tons.

### AZK INS. TIC. VE SAN. LTD.

Bugday SOK. NO. 9,  
Kavaklıdere 06700,  
Ankara  
Turkey  
Tel: 90-312-468 2880  
Fax: 90-312-427 8050  
Contact: Mr. Ali Ziver Karacay  
Product: lobster

### PINAR DENİZ UURULERİ A.S.

Sehit Fethibey  
Cad. No. 120,  
Alsancak 35210,  
İzmir  
Turkey  
Tel: 90-232-422 1985  
Fax: 90-232-422 0914  
Product: tuna, fish

### DENCOM

İstanbul  
Turkey  
Tel: 90-212-543 7711  
Fax: 90-212-570 3783  
Product: fresh, chilled, frozen, tuna,  
fish, shrimps, octopus, squid,  
lobster, turbot

### AMBER DIS TIC. LTD. STI.

Gazi Blv.  
No. 30/2, İzmir  
Turkey  
Tel: 90-232-425 5463  
Fax: 90-232-489 0382  
Product: fresh, chilled, frozen,  
lobster, sole, fish, mackerel, squid,  
turbot, bonito

### AKDAG LTD. STI.

Musir Dervis İbrahim Sok.  
No. #24/5,  
Esentepe,  
İstanbul,  
Turkey  
Tel: 90-212-272 7206  
Fax: 90-212-267 1926  
Product: lobster

### DARDANEL GIDA SAN. A.S.

Ziya Gokalp Cad. No. 19,  
Kucukcekmece,  
İstanbul  
Turkey  
Tel: 90-212-580 2887  
Fax: 90-212-579 0495  
Product: lobster, tuna, turbot

### KEREVITAS GIDA SAN./TIC.

Fabrikalar cad. No. 11,  
Mahmutbey 34550,  
İstanbul  
Turkey  
Tel: 90-212-550 2550  
Fax: 90-212-550 2560  
Product: lobster, tuna, fish

### AQUAMAR SU URUNLERİ PAZ. VE

TIC. LTD. STI.  
Zeytinoglu Cad.  
Murat sok. Seveda, apt. No 6/5  
Akatlar,  
İstanbul, Turkey  
Tel: 90-212-270 1229  
Fax: 90-212-280 2974  
Product: lobster, tuna, fish,  
mackerel, bonito, turbot, squid

### GOK-TIG DIS TIC. LTD. STI.

Gunesli Kavsagi,  
Kocman Cad. Metro Binasi,  
Ofis Kati, Gunesli, Bakirkoy,  
İstanbul,  
Turkey  
Tel: 90-212-550 6060  
Fax: 90-212-550 6090  
Product: canned fish, smoked  
salmon, squid

### ROCK DIS TIC. LTD. STI.

18/14 Buyukdere cad. Sisli,  
İstanbul,  
Turkey  
Tel: 90-212-231 1652  
Fax: 90-212-247 5287  
Product: fresh, frozen, mackerel,  
turbot, lobster

### DEMİRER KABLO TESİLERİ SAN.

VE TIC. A.S.  
Barbaros blv.  
No. 49,  
Preveze Han Besiktas 80690,  
İstanbul,  
Turkey  
Tel: 90-212-261 5163  
Fax: 90-212-261 8486  
Product: lobster

### DOGAC IC VE DIS TIC. LTD.

Macka cad. No. 27/1  
Macka, İstanbul,  
Turkey  
Tel: 90-212-241 2104  
Fax: 90-212-241 7308  
Product: lobster, mackerel

ADCO CO. LTD.  
P.O.B. 48,  
Bebek 80810,  
Istanbul  
Turkey  
Tel: 90-212-223 0013  
Fax: 90-212-223 0014  
Product: lobster, smoked salmon

BERKE TER-YAT-MUS. SIG. HIZ.  
Aksaray Cad. Omur Ishani  
No. #4/303  
Laleli, Istanbul, Turkey  
Tel: 90-212-511 4805  
Fax: 90-212-511 4804  
Product: lobster, smoked salmon,  
turbot

ENGINE SU URUNLERI SAN. MAM.  
Hizir Bey Camii Sok. No. 5,  
Hoca Giyaseddin Mahallesi  
Eminonu 34490, Istanbul, Turkey  
Tel: 90-212-513 1742  
Fax: 90-212-513 1743  
Product: lobster, mackerel, tuna,  
fish, turbot, bonito

CANADIAN EMBASSY  
Nenehatun Caddesi 75,  
Gaziosmanpasa,  
06700 Ankara  
Republic of Turkey  
Tel:(011-90-312) 436-1275  
Fax:(011-90-312) 446-2811  
Contact: Mr. Can Ozguc

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**VIETNAM**

The Canadian Embassy in Hanoi is currently unaware of any fish and seafood importing companies in Vietnam, but the Embassy will continue to monitor the situation.

**CANADIAN EMBASSY**  
**39 Nguyen Dinh Chieu Street**  
**Hanoi,**  
**Socialist Republic of Vietnam**  
**Tel:(011-84-42) 65840**  
**Fax:(011-84-42) 65837/26010**  
**Contact: Mr. Robert McDowell**



# ***EUROPE***



## AUSTRIA

Austria has a relatively small fish consumption which is approximately 5.4 kg per capita, broken down to 3.4 kg fresh fish, 1.9 kg canned fish and 0.1 kg other. Although the Austrian market is relatively small it is stable and slightly increasing, especially for fish specialty products and the higher class/price products.

Agrichem Handels-GmbH.  
Taborstr.24 a  
A-1020 Vienna  
Austria  
Tel: 1-214 7597  
Fax: 1-214 6364  
Contact: Ms. Ruth Fuchs  
Product: deep-frozen seafood

Cerny & Teklits  
Fischgrosshandlg.  
Treustr.84  
A-1200 Vienna  
Austria  
Tel: 1-332 66440  
Fax: 1-332 664419  
Contact: Mr. F. Kusche, Owner  
Product: all seafood, but canned

Fisch-Krieg OHG.  
F.Hanuschpl.4  
A-5020 Salzburg  
Austria  
Tel: 662-52134  
Fax: 662-5394821  
Contact: Mr. F. Hutzinger  
Product: all seafood, but canned and smoked

Frisch & Frost Warenhandels-GmbH  
Taubstummeng.5/1  
A-1040 Vienna  
Austria  
Tel: 1-504 55880  
Fax: 1-504 558837  
Contact: Mr. Peter Sedmik  
Product: various kinds, fresh, frozen and deep frozen

Frisch Fisch Imp. GmbH.  
Franzensg.3  
A-1050 Vienna  
Austria  
Tel: 1-569346  
Contact: Mr. Kazian, Owner  
Product: fresh fish

Gruber Hella  
Naschmarkt Std 31  
A-1040 Vienna  
Austria  
Tel: 1-563273  
Contact: Mr. E. Gruber Jr.  
Product: specialty fish and seafood products

Elfin-Hawlik GmbH.  
Wegscheiderweg 27  
A-4020 Linz  
Austria  
Tel: 732-836010  
Fax: 732-85944  
Contact: Mr. A. Brugger  
Product: canned and smoked specialties

Hofman Marinaden  
Muhlgraben 8  
A-8773 Kammern  
Austria  
Tel: 3844-6610  
Fax: 3844-66636  
Contact: Mr. E. Hofmann  
Product: fresh, frozen and saltwater seafood

Kollmer, Hugo  
Steing.25  
A-1030 Vienna  
Austria  
Tel: 713 35 550  
Contact: Ms. M. Eder, Owner  
Product: marinades

Meltschock GmbH & Co KG  
Neudorf 87  
A-8410 Wildon  
Austria  
Tel: 3182-33770  
Fax: 3182-337715  
Contact: Mr. N. Entres, Owner  
Product: saltwater fish, other seafood products

Neurauter Tief-Kuhlkost  
Brunau 2, A-6433 Otz  
Austria  
Tel: 5266-621  
Fax: 5266-137922  
Contact: Mr. P. Neurauter, Owner  
Product: all seafood except canned, deep frozen

Nordsee GmbH  
Breitenfurter 164  
A-1230 Vienna  
Austria  
Tel: 1-80120 515  
Fax: 1-80120 518  
Contact: Mr. A. Trybus (Unilever)  
Product: fresh and saltwater fish

Ozean Fischkonserv  
Ozeanstr.1-15  
A-2463 Stixneusiedl  
Austria  
Tel: 2230-2610  
Fax: 2230-2489  
Contact: Mr. F. Pajor, Owner  
Product: freshwater, deep frozen specialties

Promotex GmbH  
Habsburgerg.10/7  
A-1010 Vienna  
Austria  
Tel: 1-5338029  
Fax: 1-5338029  
Contact: Mr. Josef Fuchs  
Product: canned, crustacean specialties

Salmo Salar Delika  
Nonntaler Hptstr.2  
A-5020 Salzburg  
Austria  
Tel: 662-891133  
Fax: 662-891133  
Contact: Dr. Grafinger, Owner  
Product: canned, smoked

Schenkel & Sohn  
Hasenauerstr.4  
A-1190 Vienna, Austria  
Tel: 1-31088990  
Fax: 1-3102149  
Contact: Mr. M. Veselsky, Owner  
Product: specialty canned, frozen

Tiefkuhlkost GmbH  
Weinzierl 100  
A-3500 Krems, Austria  
Tel: 2732-65140  
Fax: 2732-74968  
Contact: Mr. R. Bauer, Owner  
Product: all Kinds of seafood

Unifrost GmbH  
Marchfelderstr.2  
A-2301 Gr. Enzersdorf  
Austria  
Tel: 2249-35350  
Fax: 2249-3898  
Contact: I. Lauermann (Unilever)  
Product: deep-frozen

Warhanek, C.GmbH  
Troststr.73-75  
A-1120 Vienna  
Austria  
Tel: 1-60415810  
Contact: Mr. N. Entres, Owner  
Product: canned

Daily Service GmbH  
Breitenwiesenstr.1  
A-44881 Asten  
Austria  
Tel: 7224-67391  
Contact: Ms. E Strobl  
Product: distributor, deep frozen

Spitalsky, Karl  
Naschmarkt, Std 38  
A-1040 Vienna  
Austria  
Tel: 1-5877751  
Contact: Mr. K Spitalsky  
Product: wholesaler/retailer of  
crustaceans

Url, F. & Co GmbH  
Babenbergerstr.88  
A-8020 Graz  
Austria  
Tel: 316-9151750/316-9151757  
Contact: Mr. F Kapaun  
Product: wholesaler of canned  
seafood

Zumtobel, F.M. GmbH  
Wallenmahd 46  
A-6850 Dornbirn  
Austria  
Tel: 5572-309209/557-2309254  
Contact: Mr. Schuler  
Product: wholesaler/retailer, canned,  
smoked specialties

**CANADIAN EMBASSY**  
**Schubering 10-12,**  
**A-1010 Vienna,**  
**Republic of Austria**  
**Tel:(011-43-1) 533-3691**  
**Fax:(011-43-1) 535-4473**  
**Contact: Mr. L. Nik Decrinis**

## BELGIUM

The current Belgian seafood market provides a broad range of opportunities, and Canadian exporters can play a very important role whenever they go adequately and wholeheartedly about their marketing in Belgium. Since the market has become increasingly volatile, opportunities for market penetration not only focus on the importers. Purchasers for the main food chains and for the specialized frozen food processing companies are currently looking into expanding into new varieties of seafood, or trying to substitute traditional suppliers in the market. While many opportunities are opening up for Canadian exporters due to the changing product awareness of Belgian consumers, this market can only be tackled efficiently if exporters are willing to adjust to the typical requests of the Belgian customers. As European taste is different, exporting companies must follow a marketing approach that is completely different from that used in the North American market.

Traditionally, Canadians have been supplying salmon and lobster to the Belgian market. However, both products are mainly in demand during the peak period of the end-of-year holiday season. The Belgian market generally has very few possibilities for stocking products in advance, so Canadian firms should take into account flexible delivery delays and therefore do part of the stocking themselves. It would also be preferable to perform the processing of salmon and lobster in Canada itself. This way, Canadian firms could enter at a further stage in the retail pyramid, achieving better economies of scale than their Belgian processing counterparts.

Next to the "traditional two" of Canadian seafood exports, a whole range of new opportunities lies in store for inventive exporting companies. This is already being proved by the success of the Canadian mussel in the Belgian market, which was traditionally very much geared towards the Dutch mussel. The sudden price increase of its Dutch counterpart created an extra incentive for Canadians to export their mussels, but even without the price argument, Canadian mussels still have a good competitive edge. Another product in which Canada definitely has a competitive edge is the production of oysters. In recent years, oyster consumption has become more generalized, and customers now purchase them during the entire season in the large food chains. Therefore, Canadian oysters could definitely add a new flavour, catering to a public that so far has not found its choice in the range offered.

**Atka**  
Purchasing: Mr. Jean Paul Dierckx  
Weversstraat 29  
B-1840 Londerzeel  
Belgium  
Tel: +32 52 30 26 36  
Fax: +32 52 30 36 74  
Product: importer

**Colruyt**  
Purchasing: Mr. Julien Van Roy  
Edingemsesteenweg 196  
B-1500 Halle  
Belgium  
Tel: +32 2 360 10 40  
Fax: +32 2 360 02 07  
Product: food chain purchaser

**Cora**  
Chaussée de Philippeville 219  
boîte 8  
B-6010 Couillet, Belgium  
Tel: +32 71 36 12 75  
Fax: +32 71 43 08 62  
Product: food chain purchaser

**De Bacquer**  
Purchasing: Mr. Jean Ostoff  
Industrielaan 5  
B-1740 Ternat, Belgium  
Tel: +32 2 582 43 00  
Fax: +32 2 582 08 24  
Product: importer

**Delhaize De Leeuw-le Lion**  
Purchasing: Mr. de Cooman  
d'Herlinckhove  
Osseghemstraat 53  
B-1080 Brussels, Belgium  
Tel: +32 2 412 21 11  
Fax: +32 2 412 21 94  
Product: food chain purchaser

**Gabriel**  
Purchasing: Mr. Gerard Bruck  
Ligneuville 117  
B-4960 Belvelaux-Ligneuville  
Belgium  
Tel: +32 80 57 03 71  
Fax: +32 80 57 07 46  
Product: importer

**GB-Inno-BM Coordination Center**  
Dambordstraat 26  
B-1000 Brussels  
Belgium  
Tel: +32 2 729 21 11  
Fax: +32 2 242 00 10  
Product: food chain purchaser, fish and seafood

**Geens Haringrokerij**  
Groot Veerle 3  
B-2960 Sint Lenaarts  
Belgium  
Tel: +32 3 313 81 34  
Fax: +32 3 313 81 38  
Product: processor

**Hottlet Pierre**  
Purchasing: Mr. Olivier Hottlet  
Heiveldekens 4  
B-2550 Kontich  
Belgium  
Tel: +32 3 458 20 10  
Fax: +32 3 458 20 80  
Product: importer



Huysseune  
 Purchasing: Mr. Eric Vandelanotte  
 Vismijnstraat 30  
 B-8380 Zeebrugge, Belgium  
 Tel: +32 50 54 41 41  
 Fax: +32 50 54 73 01  
 Product: importer

La Provencale  
 Purchasing: Mr. Schmit/Mr. Struder  
 Zone Industrielle de Granbusch  
 Leudelange, Luxembourg  
 Tel: +35 2 49 89 91  
 Fax: +35 2 89 89 833  
 Product: importer

La Couronne Rokerij  
 Purchasing: Mr. Jos Boels  
 Zandvoordestraat 446  
 B-8400 Zandvoorde, Belgium  
 Tel: +32 59 70 13 24  
 Fax: +32 59 50 90 93  
 Product: processor

Lei-Agricultural Economic Institute  
 Manhattan Center  
 Bolwerklaan 21  
 B-1210 Brussels, Belgium  
 Tel: +32 2 211 72 11  
 Fax: +32 2 211 73 19  
 Product: trade association

Makro  
 Purchasing: Mr. Fortems  
 Bisschoppenhoflaan 643  
 B-2100 Deurne, Belgium  
 Tel: +32 3 360 06 11  
 Fax: +32 3 325 43 82  
 Product: food chain purchaser

McCain Foods Belgium  
 Nijverheidsstraat 2  
 B-2280 Grobbendonk,  
 Belgium  
 Tel: +32 14 50 82 11/32 59 32 04 81  
 Fax: +32 14 50 03 01  
 Product: processor

Morubel  
 Hendrik Baelskaai 38  
 B-8400 Oostende,  
 Belgium  
 Tel: +32 59 32 28 68  
 Fax: +32 59 32 46 60  
 Product: importer

Nopri  
 Zilverstraat 8  
 B-1000 Brussels, Belgium  
 Tel: +32 2 212 81 55  
 Fax: +32 2 212 84 00  
 Product: food chain purchaser, fish  
 and seafood

Pieters Visbedrijf  
 Purchasing: Mr. Leo Verheye  
 Kolvestraat 4  
 B-8000 Brugge, Belgium  
 Tel: +32 50 32 05 11  
 Fax: +32 50 31 98 52  
 Product: importer

Pvba Christiaens  
 Kraakstraat 9  
 Transportzone  
 B-8380 Zeebrugge, Belgium  
 Tel: +32 50 54 51 37  
 Fax: +32 50 54 77 65  
 Product: importer

Sarma NV  
 Purchasing: Mr. Maurice  
 Boisdenghien  
 Zilverstraat 8  
 B-1000 Brussels, Belgium  
 Tel: +32 2 212 81 11  
 Fax: +32 2 212 84 00  
 Product: food chain purchaser

Unilever Belgium Coordination  
 Center  
 Purchasing: Mr. Peter Verschelde  
 Montoyerstraat 51  
 B-1040 Brussels, Belgium  
 Tel: +32 2 516 75 11  
 Fax: +32 2 516 76 43  
 Product: processor

United Foods  
 Purchasing: Mr. Willy Waeyaert  
 Prinses Elisabethlaan 31  
 B-8450 Bredene, Belgium  
 Tel: +32 59 32 20 42  
 Fax: +32 59 32 20 80  
 Product: importer

Van Den Abeele Brugge  
 Pathoekeweg 68  
 B-8000 Brugge, Belgium  
 Tel: +32 50 31 51 41  
 Fax: +32 50 31 40 59  
 Product: importer

Vandermaesen  
 Dr. Vanderhoevedonckstraat 22  
 B-3560 Lummen, Belgium  
 Tel: +32 13 52 11 27  
 Fax: +32 13 52 13 36  
 Product: importer

**CANADIAN EMBASSY**  
**2, avenue de Tervuren**  
**1040 Brussels,**  
**Kingdom of Belgium**  
**Tel:(011-32-2) 735.60.40**  
**Fax:(011-32-2) 732.67.90**  
**Contact: Mr. Francis Keymolen**

## CZECH REPUBLIC AND SLOVAKIA

Czech and Slovak Republics are going through a complete transformation of their economies. As a result, the state-owned chain of fish processing companies, RYBENA, is being privatized and new private import companies are being established. As both the Czech and Slovak republics are inland, all seafood has to be imported. It is estimated that in 1993 the import of seafood and seafood products amounted to 20-23 thousand tons, in the Czech Republic (8-10 th. tons of herring fillets, 2-3 th. tons of mackerel and mackerel fillets and 8-10 th. tons of hake and saithe).

Imports to the Slovak Republic amounted to 10-12 thousand tons. For both countries the main import sources were Germany, Norway, Denmark, Holland, Ireland, Scotland, Canada, Poland and states of the former Soviet Union. Imports in last three years dropped considerably compared to 1990 or previous years. This was caused by a major increase of retail prices of fish products on the local market as government subsidies were eliminated. Nevertheless the situation has been stabilized and imports of seafood have started to grow again (especially in Slovakia).

The largest Czech importer of frozen seafood is Rybena Fish Trading and the largest Slovak importer is Radoma. The main imported seafood species are; herring, herring fillets, mackerel, mackerel fillets, hake, saithe and also small quantities of cod, halibut, tuna, salmon, shark, shrimps and lobster.

Rybena/Fish Trading s.r.o.  
Tusarova 58  
170 00 Praha 7 - Holesovice  
Czech Republic  
Tel: 0042-2-66710136  
Fax: 0042-2-809135  
Contact: Ing. J. Horejsi  
Product: frozen seafood

Euro Frigo Praha s.r.o.  
Ovci hajek 2355/68  
155 00 Praha  
Czech Republic  
Tel: 0042-2-5614343/5614344  
Fax: 0042-2-5614346  
Contact: Mr. Prokop  
Product: frozen fish, herring

Fishcentrum  
Podolska 16  
140 00 Praha 4, Czech Republic  
Tel: 0042-2-461681/463143  
Fax: 0042-2-463133  
Contact: Ing. Vaclav Blaha  
Product: frozen seafood

Intersug  
Evropska 178  
160 67 Praha 6  
Czech Republic  
Tel: 0042-2-336-2912/3250/70  
Fax: 0042-2-336-3418  
Contact: Ing. Jan Meduna  
Product: frozen fish

Maritime  
Liborova 10  
169 00 Praha 6 - Brevnov  
Czech Republic  
Tel: 0042-2-352705/1448/3104  
Fax: 0042-2-351026  
Product: salmon, tuna, shark,  
halibut, turbot, plaice, shrimps,  
lobster

Allfrost a.s.  
Senovazne nam. 8  
112 64 Praha 1  
Czech Republic  
Tel: 0042-2-2422906  
Fax: 0042-2-24216744  
Contact: Ing. Ant. Slaby  
Product: frozen seafood

Domino  
Skabova 3057  
106 00 Praha 10, Czech Republic  
Tel: 0042-2-752764  
Fax: 0042-2-752764  
Contact: Mr. Pavel Domkar  
Product: seafood

Animalco Co. Ltd.  
Na Kocince 3  
160 00 Praha 6, Czech Republic  
Tel: 0042-2-24310138/3111266  
Fax: 0042-2-24310198/3112283  
Contact: Mr. B. Riha, Director  
Product: seafood

Raska, spol. s r.o.  
nam. Miru 551  
739 61 Trinec  
Czech Republic  
Tel: 0042-659-24824/22478  
Fax: 0042-659-20922/25839  
Product: seafood

Rybena Bohumin a.s.  
Ostravaska 298  
735 87 Bohumin  
Czech Republic  
Tel: 0042-6992-2651/52/53  
Fax: 0042-6992-2441  
Product: seafood

C. Olsen  
ul. Pod Habrovou 13  
152 00 Praha,  
5 - Barrandov  
Czech Republic  
Tel: 0042-2-546554  
Fax: 0042-2-547873  
Contact: Mrs. Cervenkova  
Product: seafood

Mcat Ltd.  
Radcicka 40  
301 17 Plzen  
Czech Republic  
Tel: 0042-19-226826  
Fax: 0042-19-225872  
Product: fresh, frozen, fish and  
seafood products

Nama Prague  
c/o Hotel Pariz  
U Obecniho domu 1  
110 00 Praha 1, Czech Republic  
Tel: 0042-2-2369304/24222151  
Fax: 0042-2-24231229/2365948  
Contact: Mr. Anthony Brandejs  
Product: seafood

Pol Moravia spol. s r.o.  
Mistecka 258  
720 00 Ostrava - Hrabova  
Czech Republic  
Tel: 0042-69-3624  
Fax: 0042-69-354365  
Contact: Paul Kvita, Director  
Product: canned fish

Colin Ross Distributors Inc.  
J. Ryby 58  
323 22 Plzen  
Czech Republic  
Tel: 0042-19-521783  
Fax: 0042-19-521783  
Contact: Mr. J. Novak  
Product: canned fish

Radoma s.r.o.  
Mlynske Nivy 61/A  
820 06 Bratislava 26  
Slovak Republic  
Tel: 0042-7-215806/65461  
Fax: 0042-7-61607/65461  
Contact: Ing. Ivan Skopec  
Product: seafood

Tatra Progress, spol. s r.o.  
nam. Svateho Egidia 95  
058 01 Poprad  
Slovak Republic  
Tel: 0042-92-62102/61979  
Fax: 0042-92-61979  
Product: seafood

**CANADIAN EMBASSY**  
**Commercial Division**  
**Na Petynce 120,**  
**169 00 Prague 6,**  
**Czech Republic**  
**Tel:(011-42-2) 357-685/785/892**  
**Fax:(011-42-2) 355-476**  
**Contact: Mrs. I. Boldova**

## DENMARK

Denmark is the world's 10th largest fisheries nation but the 3rd largest fisheries exporter. In times of falling EU quotas and catches, it relies heavily on imports, both fresh from neighbouring countries and frozen from Canada to keep its own processing factories running and maintain this export status. Products from Canada destined for industrial processing enter the EEC at generally low tariffs. Denmark is equally as trade dependent as Canada, and concentrates its focus on high quality, well presented processed products to niche markets primarily within the EEC, but also worldwide. Principal Canadian products sought by Danish importers are: shrimp shell on iqf and peeled iqf; salmon-Pacific, frozen for smoking and pickling; lumpfish roe (in brine) for quote caviar unquote; lobster-live and frozen; Greenland halibut (for smoking and pickling; cod (if available); and other under utilized species including eel, scallops (roe-on) and speciality up-market fish such as monk-fish.

**Abba Seafood A/S**  
Sundsholmen 12, po box 199  
9400 Noerresundby, Denmark  
Tel: 99 36 30 50  
Fax: 98 17 29 22  
Contact: Mr. Poul Laursen  
Product: fish, herring

**Amanda-Konserves "555" K/S**  
Kastanievej 4 Postboks 29  
5300 Kerteminde, Denmark  
Tel: 65 32 15 55  
Fax: 65 32 40 62  
Contact: Mr. Gunnar Jacobsen  
Product: fish roe, fish

**Angly Fisk Aps**  
Kanalvej 3  
3250 Gilleleje, Denmark  
Tel: 48 30 21 21  
Fax: 48 30 36 37  
Contact: Mr. Morten Angly  
Product: fish, salmon, chum

**Anthonisen, P. A/S**  
Havnen, P.O. Box 10  
9990 Skagen, Denmark  
Tel: 98 44 22 22  
Fax: 98 44 32 66  
Contact: Mr. P. Anthonisen, Director  
Product: fish, herring

**Aris Seafood A/S**  
Industrivej 24  
6740 Bramming, Denmark  
Tel: 75 10 10 33  
Fax: 75 10 14 64  
Contact: Mr. Haakon Fagervoll  
Product: fresh, frozen, fish, salmon, scallops, shrimp, prawns, whitefish, groundfish

**Aurora A/S**  
Havdigevej  
6700 Esbjerg, Denmark  
Tel: 75 13 26 00  
Fax: 75 12 92 87  
Contact: Mr. Uffe Laursen  
Product: hake, Perch, pollock, sole

**Beltfish, Aaroesund Filetfabrik Aps**  
Aaroesund Havn 14  
6100 Haderslev, Denmark  
Tel: 74 58 44 66  
Fax: 74 58 41 88  
Contact: Mr. Jørgen Blom  
Product: cod, eel, fish roe, fish, lobster, mackerel, salmon

**BK-Food A/S**  
Herlev Hovedgade 195  
2730 Herlev, Denmark  
Tel: 42 84 62 33  
Fax: 42 84 67 70  
Contact: Mr. Bjarne Agergaard  
Product: lobster, shrimp, prawns

**Caviar House Aps**  
Aarhusgade 128G, Freeport  
2100 Copenhagen O, Denmark  
Tel: 35 26 00 99  
Fax: 35 26 24 66  
Contact: Mr. Josee Hansen  
Product: fish, shellfish, salmon

**Christensen, Karl O. Aps**  
Irisvej 8  
2970 Hoersholm, Denmark  
Tel: 45 76 35 86  
Fax: 45 75 45 40  
Contact: J. Hornstrup-Christensen  
Product: catfish, cod, crab, eel, fish, haddock, hake, halibut, herring

**Cimbric Fiskekonserves A/S**  
Jerupvej 726, Vogn  
9870 Sindal  
Denmark  
Tel: 98 93 04 44  
Fax: 98 93 04 66  
Contact: Mr. Paul L. Jensen  
Product: fish, lobster, salmon, shrimp, prawns, surimi

**Dan-cod fish A/S**  
Stenhuggervej 12-14  
6710 Esbjerg V  
Denmark  
Tel: 75 15 22 00  
Fax: 75 15 82 46  
Contact: Mr. Bent Nielsen  
Product: cod

**De Danske Mejeriers Faellesindkoeb**  
Halskov Tvaervej 33  
4220 Korsoer  
Denmark  
Tel: 58 35 02 02  
Fax: 53 57 21 01  
Contact: Mr. J.H. Laugesen  
Product: fish, shrimp, prawns, surimi

**Elof Hansson A/S**  
Toervestraede 3  
3450 Allerød  
Tel: 42 27 08 22  
Contact: Mr. Preben Storm Petersen  
Product: fish

**Espa Fillet Factory Ltd.**  
Box 15, Havnen  
9370 Hals, Denmark  
Tel: 98 25 10 55  
Contact: Mr. Arvid Horn  
Product: cod, fish, haddock



Espersen A/S  
Sydhavnen, P.B. 59  
3700 roenne  
Denmark  
Tel: 56 95 21 11  
Fax: 56 95 25 67  
Contact: Mr. Henrik Espersen  
Product: cod, haddock, pollock

Faroe Scan Seaproducts A/S  
Frysehuskajen 10  
P.O. Box 154  
9850 Hirtshals, Denmark  
Tel: 98 94 55 99  
Fax: 98 94 54 99  
Contact: Mr. Eydun Durhuus  
Product: fish

FDB Dybfrost  
Roskildevej 65  
2620 Albertslund  
Denmark  
Tel: 43 86 43 86  
Fax: 43 86 33 86  
Contact: Mr. Klaus Bentzen  
Product: fish, salmon

Feldthusen, Carl. B.  
Vesterbrogade 2 D  
1620 Copenhagen V  
Denmark  
Tel: 33 11 24 09  
Fax: 33 91 24 09  
Contact: Jesper Man Nielsen  
Product: fish, lobster, salmon

Focus Trading  
Avnsoevej 5  
2820 Gentofte, Denmark  
Tel: 31 65 41 27  
Fax: 31 68 34 34  
Contact: Mr. Joergen Olsen  
Product: cod, crab, lobster

Fodeco A/S  
Dianavej 11  
7100 Vejle, Denmark  
Tel: 75 83 33 33  
Fax: 75 83 33 41  
Contact: Mr. Jens Uth  
Product: catfish, fish, hake, halibut, salmon, Scallop Meat, shrimp, prawns

Food Mark A/S  
Frederiksgade 21  
1265 Copenhagen K  
Denmark  
Tel: 33 13 12 14  
Fax: 33 13 13 20  
Contact: Mr. Poul Toerring  
Product: cod, Shrimp and Prawn Meat

Frederiksvaerk Aaleeksport A/S  
P.O. Box 4  
3300 Frederiksvaerk  
Denmark  
Tel: 42 12 00 09  
Fax: 47 77 03 70  
Contact: Mr. Niels Priess  
Product: eel, fish, salmon

Fredrich Deli  
Rebslagervej 4  
3770 Allinge, Denmark  
Tel: 56 48 25 15  
Fax: 56 48 25 16  
Contact: Mr. Anthon Gunther Luken  
Product: Seafood

Helge from Consultant  
Violens Kvarter 5  
2990 Nivaa  
Denmark  
Tel: 49 18 13 73  
Fax: 42 24 15 25  
Contact: Mr. Helge From  
Product: Seafood

Iceberg Seafood Greenland A/S  
Ved Stranden 7 C  
P.O. Box 1303  
9100 Aalborg  
Denmark  
Tel: 98 10 25 51  
Fax: 98 10 25 18  
Contact: Mr. Kjeld Soegaard  
Product: fish, halibut, shrimp, prawns

Icebreaker A/S  
Soroevej 84  
4200 Slagelse, Denmark  
Tel: 53 53 58 53  
Fax: 58 50 07 18  
Contact: Mr. Joergen Goetze  
Product: salmon

Irma A/S  
Korsdalsvej 101  
2610 roedovre  
Denmark  
Tel: 43 86 38 22  
Fax: 43 86 38 59  
Contact: Mr. Jorgen Petersen  
Product: fish, lobster

J O D Import I/S  
Gl. Hellebaekvej 61A  
3000 Helsingor  
Denmark  
Tel: 49 21 39 62  
Fax: 49 21 39 30  
Contact: Mr. Ove Daugaard  
Product: crabs

Joergen Folmer Hansen  
Hanebjergvej 4B  
3210 Vejby  
Denmark  
Tel: 42 30 55 11  
Contact: Mr. Folmer Hansen  
Product: halibut

Joergen Thyrring  
Bostamose, Oestrest. 1 A  
2930 Klampenborg  
Denmark  
Tel: 31 63 37 77  
Contact: Mr. Joergen Thyrring  
Product: fish, Game Meat

Juhl, J. Chr. A/S  
Sdr Havnekaj 16,  
P.O. Box 107  
5300 Kerteminde  
Denmark  
Tel: 65 32 15 19  
Fax: 65 32 42 19  
Contact: Mr. Ole Levin Nielsen  
Product: fish roe

Kangamiut fish Trade A/S  
Slotsgade 21  
9330 Dronninglund  
Denmark  
Tel: 98 84 23 11  
Fax: 98 84 23 12  
Contact: Mr. Niels Rasmussen  
Product: fish roe, halibut, salmon, shrimp, prawns, turbot

Koebenhavns Fiskehal A/S  
Fisketorvet 11-15  
1561 Copenhagen V, Denmark  
Tel: 33 12 41 11  
Fax: 33 12 41 12  
Contact: Mr. Hans Thorsig  
Product: clams, crab Meat, fish,  
halibut, lobster, scallops, shrimp,  
prawns, Tuna

Koebenhavns Fisketorv A.M.B.A.  
Kalvebod Pladsvej 26  
1561 Copenhagen V  
Denmark  
Tel: 33 12 85 31  
Contact: Mr. Leif Kold  
Product: fish

Kongsbak Lassen A/S  
Kalvebod Pladsvej 26  
2300 Copenhagen S  
Denmark  
Tel: 33 12 95 66  
Fax: 33 15 67 65  
Contact: Jacob Kongsbak Lassen  
Product: lobster

Kurt Kallehauge A/S  
Fiskepakhus 21  
9990 Skagen, Denmark  
Tel: 98 44 68 00  
Fax: 98 44 63 82  
Contact: Mr. Kurt Kallehauge  
Product: catfish, cod, fish roe, fish,  
haddock, hake, halibut, herring,  
lobster, mackerel, pollock, salmon,  
scallops, shrimp, prawns, turbot

Larko International Ltd  
Mesterloddén 16  
2820 Gentofte, Denmark  
Tel: 31 65 48 00  
Fax: 31 65 49 87  
Contact: Mr. L. Kobberholm  
Product: cod, eel, fish roe, halibut

Larsen, Jens A  
Orionvej 20  
9900 Frederikshavn, Denmark  
Tel: 98 43 17 00  
Fax: 98 43 31 65  
Contact: Mr. Jens Larsen  
Product: fish, mackerel

Lykkeberg, P., A/S  
Fisketorvet 15  
1561 Copenhagen V  
Denmark  
Tel: 33 15 45 00  
Fax: 33 15 30 90  
Contact: Ms. Susanne Folmer  
Product: cod, herring, shrimp,  
prawns, surimi

Musholm Lax A/S  
Strandvejen 101, Reersøe Havn  
4281 Goerlev, Denmark  
Tel: 53 55 90 07  
Fax: 53 55 97 96  
Contact: Mr. Niels Dalgaard  
Product: eel, fish roe, fish, hake,  
halibut, Perch, Pike, salmon

Naajaq Seafood Esbjerg A/S  
H E Bluhmesvej 30, Postboks 1319  
6701 Esbjerg, Denmark  
Tel: 75 13 88 55  
Fax: 75 12 18 19  
Contact: Mr. John Nielsen  
Product: shrimp, prawns

Norlax A/S  
Trindholmegade 2-8  
Postboks 460  
6000 Kolding, Denmark  
Tel: 75 52 03 22  
Fax: 75 52 06 12  
Contact: Mr. Kasper Andreassen  
Product: fish, eel, salmon

Nowaco International A/S  
Kong Christians All 37  
Po Box 40  
9100 Aalborg, Denmark  
Tel: 98 13 41 33  
Fax: 98 13 47 88  
Contact: Mr. Steen D Pedersen  
Product: cod, halibut, pollock, turbot

Pacific salmon & Seafood  
Falstervej 19  
5800 Nyborg, Denmark  
Tel: 65 31 23 13  
Fax: 65 31 60 55  
Contact: Mr. Erik Graae Nielsen  
Product: hake, halibut, lobster,  
pollock, salmon, shrimp, prawns

Peter Holm A/S  
Ulsnaes 33  
6600 Graasten  
Denmark  
Tel: 74 65 11 50  
Fax: 74 65 28 20  
Contact: Mr. Sten Hansen  
Product: Capelin, hake, pollock,  
turbot, Greenland halibut

Rahbekfisk A/S  
Vesthavnen,  
Postboks 235  
7000 Fredericia  
Denmark  
Tel: 75 92 20 00  
Fax: 75 91 02 13  
Contact: Mr. Kurt Nielsen  
Product: cod, haddock, hake, cusk,  
pollock, salmon, shrimp, prawns,  
groundfish

roentved, Marius A/S  
Auktionsvej 20  
9990 Skagen  
Denmark  
Tel: 98 44 16 77  
Fax: 98 44 62 31  
Contact: Mr. Finn Justesen  
Product: fish, halibut, scallops,  
shrimp, prawns, turbot

Royal Greenland Seafood  
Hedelund 8, Glyngoere  
7870 Roslev  
Denmark  
Tel: 97 73 10 44  
Fax: 97 73 16 77  
Contact: Mr. Knud V Hansen  
Product: catfish, cod, eel, fish,  
haddock, hake, halibut, lobster,  
mackerel, pollock, salmon, shrimp,  
prawns, turbot

Sas Service Partner  
Copenhagen Airport  
18 Kystvejen  
2770 Kastrup  
Denmark  
Tel: 32 32 44 08  
Fax: 32 32 40 80  
Contact: Mr. Bent Rodian Olsen  
Product: fish, lobster

Schimko Trading Aps  
Assensvej 3  
5400 Bogense, Denmark  
Tel: 64 81 15 00  
Fax: 64 81 18 82  
Product: mackerel, salmon, scallops,  
sole, trout, turbot, Greenland halibut

Schmidt Group I/S  
Noerregade 10  
3300 Frederiksvaerk, Denmark  
Tel: 42 12 36 89  
Fax: 47 77 17 07  
Contact: Mr. Carsten Nielsen  
Product: crabs, lobster, salmon,  
shrimp, prawns, turbot

Sejrbo & Son AB  
2359 Dymollan  
26400 Klippan, Denmark  
Tel: 435 15201  
Fax: 435 18400  
Contact: Mr. Hans J. Sejrbo  
Product: eel, fish

Sepio A/S  
Kildeskovsvej 86 A  
2820 Gentofte, Denmark  
Tel: 31 65 00 55  
Fax: 31 65 55 44  
Contact: Mr. Bo Bendixen, Director  
Product: crab meat, eel, fish, halibut,  
lobster, salmon, scallops, shrimp

Sirena A/S  
Kongevejen 71  
2840 Holte, Denmark  
Tel: 45 41 22 11  
Fax: 45 41 22 10  
Contact: Mr. Steen Riber, Director  
Product: catfish, haddock, hake,  
halibut, pollock, salmon, scallops

Sirena salmon Company A/S  
Pilevej 1, PO Box 116  
9530 Stoevring,  
Denmark  
Tel: 98 37 48 00  
Fax: 98 37 48 44  
Contact: Mr. Bo V. Larsen, Director  
Product: salmon

Skagerak Fiskeeksport A/S  
Sindalvej 5  
9850 Hirtshals, Denmark  
Tel: 98 94 11 00  
Fax: 98 94 48 22  
Contact: Mr. Birger Gade Soerensen  
Product: cod, halibut, herring, turbot

Taabbel & Co, P A/S  
Industribuen 3  
7730 Hantsholm, Denmark  
Tel: 97 96 16 77  
Fax: 97 96 13 49  
Contact: Mr. Lars Taabbel  
Product: pollock, shrimp, prawns

Thai-Den Aps  
Ravnsbjergvej 69  
8800 Viborg, Denmark  
Tel: 86 63 70 00  
Fax: 86 63 86 92  
Contact: Mr. Lars Klok  
Product: crab meat, lobster, salmon,  
scallops, shrimp, prawns

Tholstrup Aps  
Grabrode Torv 11  
1154 Copenhagen K, Denmark  
Tel: 33 11 11 88  
Fax: 33 13 90 86  
Contact: Mr. Peter Tholstrup  
Product: clams, crabs, lobster,  
scallops, turbot

Thomsen, N B Aps  
Soeren Humbers Kaj,  
9990 Skagen, Denmark  
Tel: 98 44 55 44  
Fax: 98 44 18 55  
Contact: Mr. Niels Bjoern Thomsen  
Product: catfish, cod, fish, haddock,  
hake, pollock, turbot

Uhrenholt Fisk, F A/S  
Odensevej 11  
5500 Middelfart, Denmark  
Tel: 64 41 40 41  
Fax: 64 41 22 62  
Product: cod, fish, haddock, halibut,  
scallops, prawns, surimi, turbot

Vendelbo  
Moellevaenget 7  
Postbox 116  
2970 Hoersholm, Denmark  
Tel: 42 86 44 84  
Fax: 42 86 48 81  
Contact: Mr. Tom Vendelbo, Director  
Product: clams, lobster

Vendsyssels Denmark A/S  
Fisketorvet 37  
1561 Copenhagen V, Denmark  
Tel: 33 12 61 67  
Fax: 33 93 61 60  
Contact: Peter Bamberger, Director  
Product: crab, halibut, lobster

Werner Larsson Fiskeeksport A/S  
Galeasevej 3  
9990 Skagen, Denmark  
Tel: 98 44 10 00  
Fax: 98 44 62 07  
Contact: Mr. Eric Stensgaard  
Product: catfish, cod, fish, hake,  
halibut, mackerel, turbot

**CANADIAN EMBASSY**  
**Kr. Bernikowsgade 1,**  
**DK= 1105 Copenhagen K,**  
**Kingdom of Denmark**  
**Tel:(011-45-33) 12-22-99**  
**Fax:(011-45-33) 14-05-85**  
**Contact: Ms. Jade L. Neergaard**

## FINLAND

Finns are among the largest consumers of fish per capita in the world, 20 kg per person on average. In 1992, Finland imported 30,000 tons of fish and seafood products or approximately 30% of total consumption, in comparison Finland exported 2,200 tons in 1992. The main domestic catch is Baltic herring, a degenerated form of the Atlantic herring, which is the basic fish diet in Finland, allowable catch is 100,000 tons per year. To protect its own fishing industry, Finland has restricted imports on species which compete with the domestic catch of salmon related species and baltic herring. Other ocean caught fish can be imported without a permit but the demand is limited to cod and flatfish which are only imported in minor quantities. Importation of fish fillets, fresh or frozen, are free of limitations. Import duties for fresh or frozen fish vary between 1-5%, for canned fish 15% except for tuna and mackerel 7.5%. All imported fish and fish products are liable to inspection by the Customs Laboratory for freshness and contamination, these inspections are quite strict and rejections have occurred for Canadian fish.

**Inex Partners Oy**  
Fleminginkatu 34  
00501 Helsinki  
Finland  
Fax: 358-0-1884233  
Product: wholesale and retail chain stores

**Kesko Oy**  
Satamakatu 3  
00160 Helsinki  
Finland  
Fax: 358-0-661185  
Product: wholesale and retail chain stores

**TUKO Spar Oy**  
Työpajankatu 13  
00500 Helsinki  
Finland  
Fax: 358-0-6196157  
Product: wholesale/retail

**Ab Chips Food**  
Verkkosaari  
00500 Helsinki, Finland  
Fax: 358-0-762420  
Product: specialty seafood

**Arvo Kokkonen Oy**  
Tattarisuontie 1 A  
00770 Helsinki, Finland  
Fax: 358-0-384951  
Product: crustaceans, frozen

**Bauckman Oy**  
21150 Röölä, Finland  
Fax: 358-21-522350  
Product: cured herring

**Oy Nordeko Ab**  
Munksnässtrand 45 B  
00330 Helsingfors, Finland  
Fax: 358-0-488478  
Product: various seafood

**Partio Group**  
Astenajankatu 11  
48770 Karhula, Finland  
Fax: 358-52-77821  
Product: various seafood

**TRIO Trading**  
Jänismaantie 1  
67800 Kokkola, Finland  
Fax: 358-68-8226615  
Product: various seafood

**Oy Merituote A. Sandin**  
10940 Hanko, Finland  
Fax: 358-11-81234  
Product: frozen fish products

**Hätälä Oy**  
Lapinraunioentie 3  
90420 Oulu, Finland  
Fax: 358-81-5521203  
Product: various seafood

**CANADIAN EMBASSY**  
Pohjois Esplanadi 25B,  
00100 Helsinki, Finland  
Tel:(011-358-0) 171-141  
Fax:(011-358-0) 601-060  
Contact: Mr. Kari H. Valjakka



## FRANCE

Overall access to the French market is identical to that of other EEC markets. It is based on strict sanitation procedures similar to the Canadian system, and on an average level of customs duties, which increases for processed products. Special procedures may exist for processed products. EEC regulations for labelling and composition may seem unusual to Canadian exporters.

The French usually purchase most of their lobster and crayfish during the year-end holidays. The market for live lobster is a growing one. Among frozen products, there is ample room for more diversification. The total market for live lobster in 1992 was 3,896 tonnes, of which 1,012 were directly from Canada. The market for frozen lobster, whole or in pieces, was 2,023 tonnes in 1992, all but two percent of which was Canadian.

Import duty on live of whole frozen lobster is eight percent. French consumption of salmon in all forms is increasing, but the Canadian share of the market has greatly declined. Of 87,326 tonnes in 1992, only 2,424 were from Canada. Main products imported are frozen crab meat, frozen shrimp, frozen scallops, frozen freshwater fish, frozen cod, other frozen and fresh sea fish.

One important point is the fact that supermarket distribution now plays a leading role in the sale of food products, including fresh and frozen seafood--over half of total food sales occur in superstores and supermarkets. Canadian companies may choose between three types of marketing: selling to a wholesaler, sometimes known as an importer, selling through an agent or selling direct to processors or purchasing pools.

Ready-to-sell products such as frozen salmon, frozen "popsicle" lobster and live lobster (during the Christmas holidays) are often sold directly to them or through a single intermediary in charge of importing. Negotiating with these powerful purchasing pools is always difficult and requires a cautious approach.

In addition to the species already mentioned, Canada can increase its sales by diversifying supply and developing species such as burbot and ray, which are popular in France but not in Canada.

Andre Ledun S.A.  
13, Quai de la Vicomté  
76400, Fecamp  
France  
Tel: 35 29 22 86  
Fax: 35 29 95 73  
Contact: M. François Ledun,  
President  
Product: seafood, fish, fresh, frozen,  
chilled

Barogel SA  
17, rue de la République  
B.P. 2502  
13002, Marseille,  
France  
Tel: 91 91 92 60  
Fax: 91 91 05 09  
Contact: M. Christian Barone,  
President  
Product: seafood

Canal S  
Avenue de Champagne  
Condette  
62360, Pont de Brisques  
France  
Tel: 21 83 48 58  
Fax: 21 83 57 10  
Contact: M. Joseph Barbe,  
President  
Product: fish and seafood products,  
fresh, frozen

Armoric S.A.  
B.P. 37  
29140, Rosporden  
France  
Tel: 98 64 72 72  
Fax: 98 59 93 30  
Contact: Mr. Pierre Bouloc,  
President  
Product: seafood, fish, fresh, chilled,  
frozen

BMR Saumon Fume  
Rue Jean Chazy  
Zone Portuaire Nord E., 69400  
Villefranche sur Saone,  
France  
Tel: 74 62 37 61  
Fax: 74 62 35 15  
Contact: M. Vincent Keller,  
President  
Product: seafood

Comigro-Geneco S.A.  
29, rue Tronchet Esc. B  
75008, Paris,  
France  
Tel: (1) 42 65 43 26  
Fax: (1) 47 42 87 63  
Contact: M. Jean-Max Martel,  
President  
Product: seafood

Compagnie d'Importation  
Boulonnaise  
56, rue Ferdinand Buisson  
62200,  
Boulogne sur Mer  
France  
Tel: 21 92 07 35  
Fax: 21 31 13 95  
Contact: M. Michel Bruchet,  
President  
Product: seafood

Compagnie Française des Surgeles  
S.A.  
Parc d'Activité de Limonest  
52 Allée des Cèdres  
69760, Limonest, France  
Tel: 78 47 57 57  
Fax: 78 47 47 43  
Contact: M. Norbert Coll  
Product: seafood

Corimplex-  
Socopa  
40-42, Boul. Jean Jaurès,  
B.P. #204  
92112, Clichy Cedex,  
France  
Tel: (1) 47 37 42 02  
Fax: (1) 47 37 28 11  
Contact: M. J. Personnier  
Product: seafood

Cuisimer S.A.  
Zone Industrielle de Blactot  
B.P. 530  
50500, Carentan,  
France  
Tel: 33 42 73 00  
Fax: 33 42 29 81  
Contact: M. Hervé Lasseigne  
Product: seafood

D.L. Seafoods  
1 rue Karl Marx  
78500, Sartrouville  
France  
Tel: (1) 39 13 89 90  
Fax: (1) 39 13 83 97  
Contact: M. Didier Lhoste  
Product: fish, seafood, other seafood  
products

Damien de Jong S.A.  
#80,  
rue de la Plaine des Bouchers, B.P.  
#195  
67022, Strasbourg Cedex  
France  
Tel: 88 79 34 34  
Fax: 88 39 21 70  
Contact: M. Bertrand De Jong  
Product: seafood

Davigel S.A.  
Zone Industrielle  
B.P. #41  
76201, Dieppe,  
France  
Tel: 35 04 76 00  
Fax: 35 40 14 31  
Contact: M. Jean Louis Meuric  
Product: seafood

Gelazur SA  
455, Promenade des Anglais  
L'Arenas,  
B.P. #291  
06024, Nice Cedex,  
France  
Tel: 93 18 07 05  
Fax: 93 18 09 10  
Contact: M. Roger Kourcia  
Product: seafood, fresh, chilled,  
frozen

Gelmur S.A.  
207, rue des Margats  
B.P. 467  
62206, Boulogne sur Mer Cedex,  
France  
Tel: 21 87 87 00  
Fax: 21 87 87 87  
Contact: M. J.-Marie Delperie  
Product: seafood

Generale d'Importation S.A.  
40, rue du Séminaire  
B.P. 430  
94155, Rungis Cedex,  
France  
Tel: (1) 46 87 22 26  
Fax: (1) 46 87 98 23  
Contact: Armelle Ledru  
Product: seafood

Giemse  
9, rue des Halles  
06400, Cannes,  
France  
Tel: 93 85 76 69  
Fax: 93 99 40 73  
Contact: M. Lepape  
Product: seafood

Gilles et Cie S.N.C.  
3, rue des Claires  
Bât A5-  
Min Rungis  
94519, Min Rungis  
France  
Tel: (1) 46 87 24 17  
Fax: (1) 46 87 67 65  
Contact: M. Michel  
Product: seafood, other specialty  
products

Ifafood S.A.  
38, Avenue de l'Opéra  
75002, Paris  
France  
Tel: (1) 42 66 12 02  
Fax: (1) 42 66 46 28  
Contact: M. Patrick Brame,  
Import Contact  
Product: fish, seafood, frozen,  
chilled, fresh

Interpral S.A.  
38, rue du Louvre  
75001, Paris  
France  
Tel: (1) 40 26 56 13  
Fax: (1) 40 26 17 47  
Contact: M. Zack Zerbib  
Product: fish, seafood, fresh, chilled,  
frozen

Kermad S.A.  
Rond Point du Kervao  
B.P. 20  
29490, Guipavas  
France  
Tel: 98 34 48 48  
Fax: 98 30 58 85  
Contact: M. Patrick Stempfel  
Product: seafood, fish, fresh, chilled,  
frozen

Labeyrie Robert S.A.  
Saint-Geours-de-Maremne  
40230, St Vincent de Tyrosse  
France  
Tel: 58 57 73 00  
Fax: 58 57 33 07  
Contact: M. J.P. Chevalier,  
Import Contact  
Product: seafood

Le Borvo S.A.  
Domaine de la Mothe  
Route de Beaumont, Chemilly  
89250, Seignelay, France  
Tel: 86 47 82 44  
Fax: 86 47 88 82  
Contact: M. Daniel Raymond,  
Import Contact  
Product: seafood

Legrand et Malo S.A.  
2 rue du Bastion  
B.P. 729  
76060, Le Havre Cedex  
France  
Tel: 35 42 03 67  
Fax: 35 21 67 79  
Contact: M. Alain Laviec,  
Import Contact  
Product: seafood

Marcel Baey  
31, rue Albert Lavocat  
B.P. 359, 62200,  
Boulogne sur Mer,  
France  
Tel: 21 83 62 00  
Fax: 21 87 24 85  
Contact: M. J.L. Couvois,  
Import Contact  
Product: seafood

Maryvex S.A.R.L.  
22, Boulevard Jean Pierre Calloch,  
Port de Pêche  
56100, Lorient,  
France  
Tel: 97 37 30 44  
Fax: 97 37 06 22  
Contact: M. Dominique Dischamps,  
Import Contact  
Product: seafood

Miko S.A.  
Rue Lamartine  
52111, Saint-Dizier Cedex  
France  
Tel: 25 07 35 35  
Fax: 25 07 34 00  
Contact: M. Joseph Ortiz,  
Import Contact  
Product: seafood

Mil'mer S.A.  
16 route de Bray-Dunes  
59114, Steenvoorde  
France  
Tel: 28 49 75 39  
Fax: 28 49 75 38  
Contact: M. Charles Hamille,  
Import Contact  
Product: seafood

National 1  
24, rue de Solférino  
62200, Boulogne sur Mer  
France  
Tel: 21 87 66 66  
Fax: 21 87 40 66  
Contact: M. Francis Charles,  
Import Contact  
Product: seafood

National Sea (Bretagne Export)  
14,  
Avenue de la Perrière  
B.P. 326  
56103, Lorient Cedex  
France  
Tel: 97 37 35 55  
Fax: 97 83 47 09  
Contact: M. Marcel Le Mentec,  
Import Contact  
Product: seafood

Norsea  
24, rue de Solférinorière  
62200,  
Boulogne sur Mer  
France  
Tel: 21 83 00 06  
Fax: 21 83 34 29  
Contact: M. Colasse,  
Import Contact  
Product: seafood

Pataya Foods U & P  
40 Rue des Vignobles  
78400,  
Chatou  
France  
Tel: (1) 39 52 35 45  
Fax: (1) 30 71 45 25  
Contact: M. Didier Leoncini,  
Import Contact  
Product: seafood

Pecheries de Fecamp SA  
Z.I. du District de Fécamp  
76400,  
Epreville - Fecamp  
France  
Tel: 35 10 25 25  
Fax: 35 10 25 36  
Contact: M. Jean York,  
Import Contact  
Product: seafood

Pomona S.A.  
21 rue du Pont Neuf  
75001, Paris  
France  
Tel: (1) 40 28 30 00  
Fax: (1) 40 28 31 41  
Contact: Madame Pierrette Quillay,  
Import Contact  
Product: seafood

Primel S.A. (Siege)  
Le Diben  
29228, Plougasnou  
France  
Tel: 98 67 81 22  
Fax: 98 67 82 02  
Contact: M. Raphael Di Sinno,  
Import Contact  
Product: seafood

Prodalux S.A.R.L.  
7 Boulevard du Bassin Napoléon  
62200, Boulogne sur Mer  
France  
Tel: 21 30 34 55  
Fax: 21 30 04 59  
Contact: M. Louis Causse,  
Import Contact  
Product: seafood, fresh, chilled,  
frozen

Produits de la Manche  
Z.I. Babeuf, BP 75  
76400, Fecamp, France  
Tel: 35 27 74 83  
Fax: 39 27 45 22  
Contact: M. Van Velleghe  
Product: seafood

Purdew et Associates S.A.R.L.  
40, av. Guy de Maupassant  
78400, Chatou, France  
Tel: (1) 34 80 90 30  
Fax: (1) 30 71 50 20  
Contact: Mlle Evelyn Purdew  
Product: seafood

Raymond Bunge, S.A.  
28, Rue du Général de Gaulle  
76310, Sainte Adresse, France  
Tel: 35 46 28 92  
Fax: 35 46 73 16  
Contact: M. Nicolas Bunge  
Product: seafood

Reyns et Maurel Sarl (Ets)  
15, rue du Louvre  
75001, Paris, France  
Tel: (1) 42 36 02 90  
Fax: (1) 40 13 93 26  
Contact: M. Bernard Maurel  
Product: seafood

**CANADIAN EMBASSY**  
**35, avenue Montaigne,**  
**75008 Paris,**  
**France**  
**Tel:(011-33-1) 44.43.29.00**  
**Fax:(011-33-1) 44.43.29.98**  
**Contact: Mr. Yannick Dheilly**

S.A.S.  
58 boulevard Gustave Roch  
44061, Nantes Cedex 02,  
France  
Tel: 40 35 66 06  
Fax: 40 35 66 59  
Contact: M. B. Kerambrun  
Product: seafood

S.C.A.B.  
Lampaul Guimiliau  
B.P. #133,  
29402, Landivisiau,  
France  
Tel: 98 68 71 72  
Fax: 98 68 69 01  
Contact: M. Jacques Guivarch  
Product: seafood

S.P.A.Y. (S.A.)  
21, Quai de la Chapelle  
85350, Ile d'Yeu,  
France  
Tel: 51 58 36 10  
Fax: 51 58 75 88  
Contact: M. J.B. Delpierre  
Product: seafood

Saumon Pierre Chevance S.A.  
59-61 rue de Picpus  
75012, Paris,  
France  
Tel: (1) 43 43 40 30  
Fax: (1) 43 07 62 27  
Contact: M. Robert Chevance  
Product: seafood

Skyfish/Skipper  
71-73 avenue G. Politzer  
78190, Trappes,  
France  
Tel: (1) 30 51 94 47  
Fax: (1) 30 69 08 40  
Contact: M. Cheron  
Product: seafood

Soc. d'Etudes et de Comm.  
87 avenue de la Grande Armée,  
75016, Paris, France  
Tel: (1) 40 66 14 17  
Fax: (1) 45 01 71 36  
Product: seafood

Sopal S.A. (Narvik)  
Lestrevignon  
29230, Landivisiau, France  
Tel: 98 68 44 45  
Fax: 98 68 33 13  
Contact: M. Jaouen  
Product: seafood

Spegal S.A.  
rue Jean Pierre Clause  
67300, Schiltigheim, France  
Tel: 88 81 22 00  
Fax: 88 62 32 57  
Product: seafood

Thiol et Cie  
4, rue Jacq. Bareu-Dubourg  
B.P. 4, 53101,  
Mayenne Cedex, France  
Tel: 43 04 20 32  
Fax: 43 32 07 81  
Product: seafood

Volagel Import Export S.A.  
87 av. de la Grande Armée  
75016, Paris, France  
Tel: (1) 40 67 75 50  
Fax: (1) 40 67 75 60  
Contact: Ms M. Josée Ferry  
Product: seafood

Zarfdjian  
2 rue de la Rucherie  
77164, Ferrieres, France  
Tel: (1) 64 66 35 03  
Fax: (1) 64 66 35 06  
Contact: M. J.P. Zarfdjian  
Product: seafood



## GERMANY

The demand for fish and fish products in Germany continues to grow. Fish consumption per capita has been steadily rising over the past few years, from 11.6 kg in 1983 to a record high of 14.8 kg in 1992, thus clearly exceeding the worldwide average per capita consumption of 13.3 kg. Total consumption, with 1.2 million tonnes in 1992, for the third time in a row exceeded the 1 million tonne level. Of this, over 80% was imported, making Germany a major market for suppliers of fish and fish products.

Over 80 percent of German households have freezers, and the number of microwave ovens reaches over one third of German homes. This has contributed to a big surge in the sale of frozen fish products, which in 1992 accounted for around 23% of all fish consumption.

Herring, in a variety of forms, is by far the most popular fish in the German market, with a share of 28.6 percent in 1992. Alaska pollock, which is the key ingredient in the frozen products sector, is in second place, with 14.3 percent in 1992 slightly down from 16 percent in 1990. This reduction is likely due to the rapid rise in price which has taken place, and German fish processors are keen on finding new whitefish substitutes (e.g., roundnose grenadier).

Cod had previously filled the place now occupied by Alaska pollock, but supply problems have driven it down to ninth place, at only 2.5 percent of the market. The third place is now occupied by saithe, followed by haiké (9.2 percent compared to 6.1 percent in 1990), bonito, ocean perch, and mackerel.

Overall, there is a clear trend towards luxury fish and shellfish. Included in this category are lobster, shrimps, and prawns. Also part of this trend is the increase in salmon consumption, primarily from Norwegian waters, much of which is in the form of smoked products.

The main suppliers of the German market are Denmark, the Netherlands, Norway, Iceland and Poland. Most of these countries benefit from preferential access to the German market, either as a member of the European Community (EC) or as part of the European Free Trade Association (EFTA), thereby avoiding some of the high tariffs placed on certain processed fish products (e.g., between 20% and 25% on canned herring, mackerel, etc.).

Canadian exports to Germany of fish and fish products in 1992 amounted to \$US 37.5 million or just slightly over 1.8% of all German fish imports according to German statistics. These figures are relatively low, even in comparison to other European markets. In part it can be explained by the tariffs and seasonal quotas facing certain species of fish from Canada. But it is also attributable to the price-sensitivity of the German market: imports from Canada are influenced both by changes in the value of the dollar, and by the willingness of German processors to substitute cheaper varieties of fish in their products if relative prices are modified over time.

Be this as it may, there are still a number of good prospects in the German market for those Canadian suppliers of fish and shellfish able to offer a quality, carefully-sorted product. Although the competition for herring is intense, certain Canadian varieties and (larger) sizes are sought after by German processors. Similarly, while mackerel is relatively abundant in European waters, large Canadian hand-filleted mackerel is sought after. Ocean perch, an "underutilised species" in Canada, is one of the favourites of the German consumer.

German smokers also offer one of the few markets for dogfish bellyflaps. Finally, high and rising incomes make this country an excellent market for Canadian lobster, and offer good prospects for such luxury products as shrimp, shellfish or freshwater fish. At the same time, the less-affluent consumers of eastern Germany have served to reinforce demand for cheaper forms of fish.

A & P Warenhandsl Gmbh  
Im Heidewinkel 7,  
21449 Radbruch,  
Germany  
Tel: 04178-331/393  
Fax: 04178-1417  
Product: lobster canned, frozen  
lobster

Anglo-Skandia Im-Und Export Gmbh  
& Comapny  
Gasstr. 18,  
22761 Hamburg,  
Germany  
Tel: 040-896081-83  
Fax: 040-8993999  
Product: frozen cod, frozen dogfish,  
frozen groundfish, herring, fresh,  
frozen salmon

Appel & Frenzel Gmbh  
Kieshecker Weg 40  
40468 Dusseldorf,  
Germany  
Tel: 0211-41590  
Fax: 0211-4159107  
Product: salmon roe

B. Essmann & Company  
Grosse Elbstr. 212  
22767 Hamburg,  
Germany  
Tel: 040-381931  
Fax: 040-3809343  
Product: live lobster

C. Lisner & Soehne  
In der Schenke 32  
59192 Bergkamen,  
Germany  
Tel: 02306-84934  
Fax: 02306-83102  
Product: salmon roe

Carl Simonsen  
Elbchaussee 26  
22765 Hamburg,  
Germany  
Tel: 040-391345  
Fax: 040-3904169  
Product: fresh, frozen, chilled,  
dogfish, herring

Caspian Caviar Ardabili Gmbh  
Humboldtstr. 65  
22083 Hamburg,  
Germany  
Tel: 040-2293056  
Fax: 040-221035  
Product: salmon roe

Caviar-Christensen  
Grosse Elbstr. 160  
22767 Hamburg,  
Germany  
Tel: 040-3802180  
Fax: 040-381298  
Product: eels, salmon, salmon roe

Christian Goedecken Jr.  
Grosse Elbstr. 210  
22767 Hamburg,  
Germany  
Tel: 040-389080  
Fax: 040-38908110  
Product: live lobster, salmon, salmon  
roe

CRUSTIMEX  
Seafood Import-Export Gmbh  
Grosse Elbstr. 133  
22767 Hamburg,  
Germany  
Tel: 040-3802020  
Fax: 040-38020254  
Product: frozen cod, frozen  
groundfish, other frozen seafood  
products

Duetsche See  
Van den Bergh  
Elbinger Platz 1  
27512 Bremerhaven,  
Germany  
Tel: 0471-13235  
Fax: 0471-13293  
Product: live lobster

Erich Koenig  
Nordbahnstr. 10  
13409 Berlin,  
Germany  
Tel: 030-491100  
Fax: 030-4912000  
Product: eels, salmon

Ernst J.L. Franke Gmbh & Co.  
Abba GMBH,  
Grosse Elbstr. 141  
22767 Hamburg,  
Germany  
Tel: 040-387784  
Fax: 040-385867  
Product: fresh, chilled, frozen,  
salmon

Ernst Kratzenstein & Company  
Rothenbaumchaussee 58  
20148 Hamburg,  
Germany  
Tel: 040-4411370  
Fax: 040-4411370  
Product: herring

Flamingo-Fisch Gmbh & Co.  
Fischereihafen Halle 8  
Postfach 290165  
27531 Bremerhaven,  
Germany  
Tel: 0471-79930  
Fax: 0471-799369  
Product: frozen cod, frozen  
groundfish

Fr. Pedersen  
Grosse Elbstr. 152  
22767 Hamburg,  
Germany  
Tel: 040-381617  
Fax: 040-3892663  
Product: live lobster

Friedrich Wilhelm Luebbert Gmbh  
Wittlingstr. 10  
27572 Bremerhaven,  
Germany  
Tel: 0471-79900  
Fax: 0471-7990191  
Product: cod, frozen groundfish,  
herring

Gottfried Friedrichs  
Borselstr. 26  
22765 Hamburg,  
Germany  
Tel: 040-398280  
Fax: 040-3982800  
Product: eels, salmon roe

Heinz Boettcher  
 President-Herwig Str.  
 27451 Cuxhaven, Germany  
 Tel: 04721-22004  
 Fax: 04721-24058  
 Product: herring

IFICO  
 P.O. Box 290226  
 27532 Bremerhaven, Germany  
 Tel: 0471-979704  
 Fax: 0471-979705  
 Product: frozen cod, frozen  
 groundfish

International Emporium  
 Aussenhandels Gmbh  
 Uhlandstr. 66  
 22087 Hamburg, Germany  
 Tel: 040-258001  
 Fax: 040-258233  
 Product: eels

Jorgen Christensen  
 Papenstr. 32  
 22089 Hamburg, Germany  
 Tel: 040-2506004  
 Fax: 040-2514295  
 Product: eels, salmon roe

Karsten Hagenah  
 Schnackenburgallee 8  
 22525 Hamburg, Germany  
 Tel: 040-8501065  
 Fax: 040-857037  
 Product: eels, lobster, salmon

L.G. Carrion & Co.  
 Zimmerstr. 6  
 22085 Hamburg, Germany  
 Tel: 040-2202831  
 Fax: 040-2278611  
 Product: herring

Mövenpick Restaurantbetrieb  
 Handelsgesellschaft  
 Morikestr. 67  
 70199 Stuttgart, Germany  
 Tel: 0711-64690  
 Fax: 0711-600140  
 Product: freshwater fish

NORDSEE  
 Deutsche Hochseefischerei  
 27570 Bremerhaven, Germany  
 Tel: 0471-130  
 Fax: 0471-13400  
 Product: frozen cod, frozen  
 groundfish

Schreiber & Moll  
 Klosterwall 4  
 20095 Hamburg, Germany  
 Tel: 040-331736  
 Fax: 040-336637  
 Product: fish, seafood

Stuehrk Delikatessen Import  
 Krohnstieg 61  
 22415 Hamburg, Germany  
 Tel: 040-5313015  
 Fax: 040-5319124  
 Product: salmon roe

Thormahlen & Company  
 Alte Landstr. 7  
 22972 Gross Handssdorf,  
 Germany  
 Tel: 04102-63554  
 Fax: 04102-65876  
 Product: eels, salmon

**CANADIAN EMBASSY**  
**Friedrich-Wilhelm-Strasse 18,**  
**53113 Bonn,**  
**Germany**  
**Postfach 12 02 40,**  
**Tel:(011-49-228) 968-0**  
**Fax:(011-49-228) 968-3904**  
**Contact: Mr. Jens-Peter Otto**

## GREECE

Although Greece, except for its northern boundaries, is surrounded by sea, it is a net fish importer making it a good export market for Canadian fish species. Greek fish importers and agents have been in business for many years and have established good commercial ties with Canadian companies.

Major fish exporting companies in Canada are being represented in Greece very successfully and for some species, such as smoked herring and wet salted cod, have managed over the years to obtain a good share of the market in spite of strong competition.

Cold storage facilities are ample in the Athens area and in other cities around Greece and transportation to final destination, no matter how far away from Athens, poses no problem. Greece is an attractive long-term market offering good potential for fish species, such as mackerel, herring, dogfish, hake, haddock cod roe, smoked herring, canned tuna as well as frozen and live lobsters.

Charalambopoulos S.A.  
39 Akti Dimeon  
Patra 263 33  
Greece  
Tel: 30-61-326770  
Fax: 30-61-340021/881-3672  
Contact: Mr. G. Charalambopoulos  
Product: wet salted cod, smoked herring, other seafood products

Saronis S.A.  
318 Syngrou Ave.  
176 73 Athens, Greece  
Tel: 30-1-321-1330  
Fax: 30-1-321-0633  
Contact: Mr. Andonis Pissas  
Product: smoked herring, wet salted cod

Motsenigos & Sons Co.  
Paleokastritsa,  
Corfu  
Greece  
Tel: 30-661-38813  
Fax: 30-661-34673  
Contact: Mr. Stefanos Motsenigos  
Product: frozen fish

Pavlidis S.A.  
15-17 Hadjikiakou Str.  
185 37 Piraeus, Greece  
Tel: 30-1-451-9990  
Fax: 30-1-451-9990  
Contact: Mr. J. Pavlidis  
Product: canned fish

Elamer S.A.  
55 Posidonos St.  
175 62 Athens  
Greece  
Tel: 30-1-938.0200  
Fax: 30-1-938-2320  
Contact: Mr. G. Tzortzoglou  
Product: wet salted cod, smoked herring, other seafood products

Spam EPE  
2 Kroussovou Str.  
115 28 Athens  
Greece  
Tel: 30-1-724-8096/493-0759  
Fax: 301-723-2620  
Contact: Mrs. Peggy Manoussou  
Product: frozen fish, frozen seafood

Hadjipanagos S.A.  
70 Alimou Ave.  
174 55 Alimos,  
Athens  
Greece  
Tel: 30-1-995-4615  
Product: smoked herring, other smoked products

Prime Foods Ltd.  
62 El.Venizelou  
166 71 Glyfada Athens, Greece  
Tel: 30-1-962-5311  
Fax: 30-1-896-2398  
Contact: Ms. Deborah Philips  
Product: gourmet, smoked

Gaza Limited  
29 Ilission Str.  
Nea Kifissia  
145 64 Athens  
Greece  
Tel: 30-1-807-8006  
Fax: 30-1-807-2298  
Contact: Mr. H. Zafiriadis  
Product: smoked herring

Imperial Salmon House  
Canada-Hellas & Co. Ltd.  
72 Harilaou Trikoupi & Eressou Str.  
106 81 Athens, Greece  
Tel: 30-1-364-3974/364-7805  
Contact: Mr. Chris Antoniou  
Product: frozen/smoked salmon

Alfa Beta Vassilopoulos S.A.  
P.O.Box 60011  
15310 Gerakas, Attica  
Greece  
Tel: 30-1-661-2501  
Fax: 30-1-661-2675  
Contact: Mr. G. Anagnostopoulos  
Product: smoked, salted, canned fish products

Boston Importing Company S.A.  
200 Harilaou Trikoupi Str.  
14564 Kifissia, Athens  
Greece  
Tel: 30-1-800-0757  
Fax: 30-1-807-0307  
Product: live lobster



Isagoges Vakalaou S.A.  
5 Kapodistriou Str.  
185 31 Piraeus, Greece  
Tel: 301-417-8286  
Contact: Mr. G. Michailidis  
Product: wet salted cod, herring

D. Vassiliou S.A.  
226 Pireos Str.  
177 78 Tavros, Athens  
Greece  
Tel: 30-1-342-5211  
Fax: 30-1-346-2945  
Contact: Mr. D. Vassiliou  
Product: wet salted cod, herring

Rieco S.A.  
31-33 D. Gounari Str.  
Piraeus, Greece  
Tel: 30-1-413-0238  
Fax: 30-1 4114 757  
Contact: Mr. P. Bamidis  
Product: frozen fish

Bertzeletos S.A.  
2 Achileos Str.  
104 37 Athens, Greece  
Tel: 30-1-481-9531/482-5889  
Fax: 301-482-9242  
Contact: Mr. S. Faridis  
Product: salted, frozen fish

Papanikolaou S.A.  
6 Lykourgou Str.  
Piraeus, Greece  
Tel: 30-1-417-3038  
Fax: 30-1-417-3038  
Contact: Ms. V. Papanikolaou  
Product: agent; all seafood

K & A Saropoulos Ltd.  
83 Aristotelous Str.  
11431 Athens  
Greece  
Tel: (30-1)883-9989  
Fax: (30-1)883-7231  
Product: trading company for fish,  
fish hatcheries, and other seafood  
outlets

OCTUPUSSY Inc.  
7 Neof. Vamba Str.  
106 74 Athens  
Greece  
Product: lobster

**CANADIAN EMBASSY**  
4 Ioannou Ghennadiou Street  
115 21 Athens,  
Greece  
Tel:(011-30-1) 725-4011  
Fax:(011-30-1) 724-3994  
Contact: Mrs. Marianna Saropoulou

## IRELAND

Ireland enjoys a fair degree of self-sufficiency in most fish varieties and in 1992 Irish fish exports were 183,000 tonnes (of which 134,000 tonnes were pelagic varieties). Irish fish imports in 1992 were approximately 37,000 tonnes, a fall of 7% on 1991 levels. Some 15,000 tonnes were imports of herring and mackerel from Great Britain and Northern Ireland for processing and re-export.

The balance of imports were destined mostly for the consumer market-notably frozen breaded battered fish sticks and fillets plus fish based ready meals. Imports of canned tuna declined considerably in 1992, whilst canned salmon (approximately 2,000 tonnes) held up. In addition, there are occasional purchases (from Canada) of frozen cod and herring. Per capita fish consumption in Ireland for 1991 was approximately 8.03 kilograms per annum.

Green Isle Foods Limited  
Station Road  
Boyle  
Co. Roscommon  
Ireland  
Tel: 353-79-62913  
Fax: 353-79-62915  
Product: frozen cod

Chamco Seafoods Limited  
Limerick Food Centre  
Raheen Industrial Estate  
Limerick  
Ireland  
Tel: 353-61-301893  
Fax: 353-61-301265  
Product: frozen coho salmon (for smoking)

Gallagher Bros Limited  
Killybegs  
Co. Donegal  
Ireland  
Tel: 353-73-31004  
Fax: 353-73-31509  
Product: herring

Beck Smith & Associates  
Bannow Road  
Cabra West  
Dublin 7.  
Ireland  
Tel: 353-1-380133  
Fax: 353-1-384644  
Product: canned salmon

Rene Cusack Limited  
Dock Road  
Limerick  
Ireland  
Tel: 353-61-317566  
Fax: 353-61-317121  
Product: herring

## CANADIAN EMBASSY

Canada House,  
65/68 St. Stephen's Green,  
Dublin 2, Ireland  
Tel:(011-353-1) 478 1988  
Fax:(011-353-1) 478 1285  
Contact: Mr. John Sullivan

## ITALY

Italy's domestic catch was officially estimated at 355,000 tonnes in 1992, but in reality was probably closer to 500,000 tonnes. Domestic catches continue to decline, whereas consumption and thus imports (an estimated 598,000 tonnes in 1992) continue to rise.

Although the market is highly seasonal (summer months), with a strong preference for fresh product, acceptance of frozen fish continues to grow at a faster pace than that of the sector as a whole. Up to now the preference given to Mediterranean or warm water species and the relative ease of access to adequate supplies of traditional products from other European countries, has tended to limit interest in importing from Canada, except for certain well-introduced species/products which have unique characteristics (i.e. Pacific salmon for smoking, dried saltfish, live lobster, etc).

This situation is gradually changing as tastes come more into line with those of other European countries and fish product supplies from local and other traditional sources grow scarce.

Adriacoop S.C.R.L.  
Via Pigafetta  
63039 S.Benedetto Del Tronto  
Italy  
Tel: 0735-592159  
Fax: 0735-588664  
Product: fresh, frozen

Agras S.R.L.  
Piazza della Vittoria,  
#14/30  
16121 Genova (GE),  
Italy  
Tel: 010-586703  
Fax: 010-565779  
Contact: Dott. Romanengo,  
Product: frozen, canned

Alfa Surgelati S.R.L.  
Via Domenico Jachino, 10  
00144 Roma (RM),  
Italy  
Tel: 06-529.0705  
Fax: 06-529.3847  
Contact: Sig. G. Reggiani,  
Product: frozen

Alimenti Sud S.P.A.  
Via Domitiana Km. 31  
81030 Castelvoturno,  
Italy  
Tel: 0823-852161  
Fax: 0823-852981  
Contact: Sig. M. Cassese  
Product: fresh, frozen, chilled, dried,  
salted

Alipes S.R.L. Rappresentanze  
Alimentari,  
Via Villani 93  
00179 Roma (RM),  
Italy  
Tel: 06-7886991  
Fax: 06-7802758  
Contact: Sig. Marco Passoni,  
Import Contact  
Product: canned

Aloia Riccardo S.R.L.  
Corso Meridionale, 58  
80143 Napoli (NA),  
Italy  
Tel: 081-265546  
Fax: 081-5538256  
Product: salted

Alpina Carni S.N.C.  
Via G. Leopardi, 32  
36060 Romano D'ezzelino (VI)  
Italy  
Tel: 0424-35739  
Fax: 0424-34574  
Contact: Sig. Lino Lorenzato  
Product: smoked

Amati Riccione S.P.A.  
Via Maranello, 1/3  
40070 Coriano Di Rimini (FO)  
Italy  
Tel: 0541-657084  
Fax: 0541-657315  
Product: fresh, chilled, frozen,  
canned

Amati Sud S.P.A.  
Loc. Greppe di Pantano - Z.I.  
86039 Termoli (CB),  
Italy  
Tel: 0875-751501  
Fax: 0875-751751  
Product: fresh, chilled, salted, dried,  
frozen

Amoruso Import-Export S.P.A.  
Via Acquasalsa, 38  
80045 Pompei (NA),  
Italy  
Tel: 081-8501498  
Fax: 081-8501495  
Product: fresh, frozen, smoked,  
canned

Arca Import S.R.L.  
Via Amerigo Vespucci 9  
80142 Napoli (NA),  
Italy  
Tel: 081-5536094  
Fax: 081-260000  
Product: salted, smoked, canned,  
dried, brined

Ariete S.R.L.  
Via Bernardino Alimena, 32/40  
00173 Roma (RM),  
Italy  
Tel: 06-7233036  
Fax: 06-7970102  
Contact: Sig. G. Bizzarri,  
Import Contact  
Product: fresh, frozen, smoked

- As.Ca. S.R.L.  
Via Pederanza Villanova  
40055 Castenaso (BO)  
Italy  
Tel: 051-6053358  
Fax: 051-6053043  
Contact: Sig. Renzo Negri,  
Import Contact  
Product: fresh, chilled, frozen, fish,  
seafood
- Azzurra Pesca S.N.C. Di Orsini  
Largo Saluzzo 9/10  
00182 Roma (RM)  
Italy  
Tel: 06-7017534  
Fax: 06-7017646  
Contact: Sig. N.O., Titolare,  
Import Contact  
Product: fresh
- Battistini Elviro S.R.L.  
Via Mazzini 123  
47042 Cesenatico (FO)  
Italy  
Tel: 0547-80780  
Fax: 0547-75156  
Product: fresh, chilled, frozen, fish,  
seafood
- Bechini Adolfo Pescheria  
Via dei Lanaoli, 17  
50047 Prato (FI)  
Italy  
Tel: 0574-23213  
Fax: 0574-55161  
Contact: Sig. Adolfo Bechini,  
Import Contact  
Product: fresh, chilled, dried, frozen,  
smoked
- Bellucci Franco & C. S.A.S.  
Via Staffette Partigiane  
41100 Modena (MO)  
Italy  
Tel: 059-312002  
Fax: 059-312430  
Contact: Sig. F. Bellucci,  
Import Contact  
Product: fresh, chilled, frozen, dried,  
fish, seafood, crustaceans, molluscs,  
other products
- Berna S.P.A.  
Viale Brigata Bisagno, 10  
16129 Genova (GE)  
Italy  
Tel: 010-55121  
Fax: 010-5512405  
Contact: Sig. Enio Viti,  
General Manager  
Product: canned
- Berni Industrie Alimentari  
Via Statale, 467  
42013 Casalgrande (RE)  
Italy  
Tel: 0522-849455  
Fax: 0522-849490  
Product: fresh, chilled, frozen, fish,  
seafood
- Berselli Division Della  
Eurofood  
Via Privata Tacito 12  
20094 Corsico (MI)  
Italy  
Tel: 02-44876  
Fax: 02-4470027  
Product: fresh, frozen, smoked,  
canned
- Blue Fish S.P.A.  
S.S. 630 Ausonia,  
km 29,500  
(Localita' Penitro)  
04023 Formia (LT)  
Italy  
Tel: 0771-36674  
Fax: 0771-36724  
Product: fresh, chilled, frozen,  
seafood, dried fish
- Boscolo Sante S.R.L.  
Localita' Saloni  
30015 Chioggia (VE)  
Italy  
Tel: 041-406027  
Product: fresh, chilled, dried, frozen,  
fish, seafood
- C.A.M.  
Conservificio Allev. Molluschi  
Via della Marittima  
30015 Chioggia (VE)  
Italy  
Tel: 041-403130  
Fax: 041-404411  
Contact: Sig. Marinucci,  
Import Contact  
Product: fresh
- C.P.L. Imperial S.P.A.  
C.P. 252  
Via Tiburtina, 465  
65100 Pescara (PE)  
Italy  
Tel: 085-51141  
Fax: 085-50941  
Contact: Camillo Pozzolini,  
Import Contact  
Product: salted, smoked, canned
- Capri Blue Fish S.N.C.  
Via G. Melisurgo 4  
80133 Napoli (NA)  
Italy  
Tel: 081-5510973  
Fax: 081-5518987  
Contact: Sig. C. A. Fagnano, ,  
Import Contact  
Product: fresh, frozen
- Caterpanta S.R.L.  
Via Castellana 352  
(Passo di Rigano)  
90135 Palermo,  
Italy  
Tel: 091-311066  
Fax: 091-311132  
Product: fresh, frozen, chilled, dried,  
salted
- Clodiafrigo S.P.A.  
Via Brondolo 13  
30015 Chioggia (VE)  
Italy  
Tel: 041-490222  
Fax: 041-490441  
Contact: Sig. P. Cardillo,  
Import Contact  
Product: fresh, chilled, frozen, fish,  
seafood



Co.Ge.Mar s.r.l.  
Salita Fieschine,  
#3/r  
16122 Genova (GE)  
Italy  
Tel: 010-888936/7  
Fax: 010-814551  
Contact: Mr. J. Toomassian,  
Import Contact  
Product: fresh, frozen, smoked,  
canned, dried, other seafood  
products

Colle Oliva S.R.L.  
Via Colle Oliva 10  
00043 Ciampino (RM)  
Italy  
Tel: 06-7962532  
Fax: 06-7961441  
Contact: Sig. G. Proietti,  
Import Contact  
Product: fresh, frozen

Commimport Fish S.R.L.-F.LLI  
Via Mugnano  
Giugliano 2  
80018 Mugnano Di Napoli  
Italy  
Tel: 081-7453322  
Product: dried, smoked, salted,  
canned

Consorzio Pescatori Di Goro  
S.COOP.R.L.  
Via A. Burgnoli 298  
44020 Goro (FE)  
Italy  
Tel: 0533-793111  
Fax: 0533-996454  
Product: fresh, chilled, fish, frozen,  
seafood

Copromar S.COOP.R.L.  
Via del Faro, 380  
00054 Fiumicino (RM)  
Italy  
Tel: 06-6580749  
Fax: 06-6583232  
Contact: Signora Matera,  
Acquisti  
Product: fresh, chilled, frozen, fish,  
seafood

Coricelli Pietro Generale Alim.  
Madonna di Lugo, 44  
06049 Spoleto (PG)  
Italy  
Tel: 0743-49400  
Fax: 0143-222254  
Contact: Mr. A. Coricelli,  
Import Contact  
Product: salted, canned, fish,  
seafood

Criscuolo Michele Prodotti Ittici  
Via Sammartini 116  
20125 Milano  
Italy  
Tel: 02-6698.2512  
Fax: 02-6698.7227  
Contact: Sig. M. Criscuolo,  
Import Contact  
Product: fresh

D. & C. Bologna S.P.A.  
Via Nannetti, 1  
40069 Zola Predosa (BO)  
Italy  
Tel: 051-755565  
Fax: 051-6570170  
Contact: Dott. Pasquale,  
Import Contact  
Product: smoked, canned, dried,  
fish, seafood

Dab Italia S.P.A.  
Via Castel Morrone, 28 R  
16161 Genova Fegino (GE)  
Italy  
Tel: 010-406245  
Fax: 010-407642  
Product: smoked, canned, fish,  
seafood

De Benedetti & C. S.N.C.  
Darsena Sezione G n. 9  
16126 Genova  
Italy  
Tel: 010-261350  
Fax: 010-252030  
Product: salted, dried, smoked,  
canned, fish, seafood

De Langlade & Grancelli S.P.A.  
Via Cairoli, 6/5  
16124 Genova (GE)  
Italy  
Tel: 010-296473  
Fax: 010-281556  
Product: smoked, dried, fish,  
canned, seafood

De Montis F. Imp/Exp Prodotti Ittici  
Localita' Frutti D'Oro, 1  
09012 Capoterra (CA)  
Italy  
Tel: 070-71632  
Fax: 070-71632  
Contact: Sig. F. De Montis,  
Import Contact  
Product: fresh, chilled, dried, frozen,  
seafood, fish

De-Mar S.P.A.  
Via degli Ongari 37  
30018 Noale (VE)  
Italy  
Tel: 041-440848  
Fax: 041-440848  
Product: fresh, chilled, frozen,  
specialty products

De.A.Mar. S.R.L.  
Via Romea, 100/b - Rivà  
45012 Ariano Polesine (RO)  
Italy  
Tel: 0426-79092  
Fax: 0426-79181  
Contact: Sig. M. De Agostini,  
Import Contact  
Product: fresh

Deamare S.R.L.  
Via Brondolo, 3  
30015 S. Anna Di Chioggia  
Italy  
Tel: 041-5540755  
Fax: 041-5541137  
Product: fresh, chilled, fish, seafood,  
frozen

**Delicius Di Rizzoli & C.**

Via Bruno Buozzi, 14

43056 San Polo

Di Torrile

Italy

Tel: 0521-813525

Fax: 0521-819721

Contact: Sig. L. Rizzoli,  
AcquistiProduct: fish, seafood, salted,  
smoked, canned, specialty fish and  
seafood**Dragoco Italia S.P.A.**

Via Lucchese Borghesano 24

00146 Roma (RM)

Italy

Tel: 02-801116

Fax: 02-8900383

Contact: Sig. Maurizio Guida,  
TitolareProduct: frozen, smoked, dried,  
canned, fish, seafood**Erre Tre Import S.R.L.**

Via Duca Ferrante

d. Marra 14

80136 Napoli

Italy

Tel: 081-7345001

Fax: 081-7345001

Product: fresh, chilled, frozen,  
seafood, fish**Esca S.R.L.**

Via Morosini 19

#63039

S. Benedetto Del Tronto (AP), Italy

Tel: 0861-89621

Fax: 0861-89626

Product: fresh, frozen, chilled,  
seafood, fish, specialty fish and  
seafood products**Europesca S.P.A.**

Via Sammartini 71

20124 Milano

Italy

Tel: 02-6604751

Fax: 02-66982125

Product: fresh, chilled, dried, frozen,  
seafood, fish**F.A.R.O. Pesca S.A.S.**

Via degli Aldobrandini

#3/r

00121 Lido Di Ostia (RM)

Italy

Tel: 06-5672519

Fax: 06-5672529

Contact: Sig. R. Bazzali,  
Import Contact

Product: fresh

**Felaco Aniello**

Ditta Individuale

Via Bologna 5

65100 Pescara

Italy

Tel: 085-294170

Fax: 085-294170

Contact: Sig. A. Felaco,  
TitolareProduct: fresh, fish, seafood, other  
seafood products**Ferpesca S.R.L.**

Via Pacinotti, 22

37136 Verona (VE)

Italy

Tel: 045-8200200

Fax: 045-581346

Product: fresh, chilled, frozen, fish,  
seafood**Fiorital S.R.L.**

Santa Croce 491

Localita' Tronchetto

30125 Venezia (VE)

Italy

Tel: 041-5238526

Fax: 041-5203511

Contact: Sig. Aldo Fiorotto,  
Import ContactProduct: fresh, frozen, fish, seafood  
products**Fish Import S.N.C.**

Via Valprato 68

10155 Torino

Italy

Tel: 011-2481404

Fax: 011-851026

Product: smoked, salted, canned,  
specialty seafood**Foca Di Fornasari & Catabriga &  
Company S.N.C.**

Via Turrini 8

40012 Calderara Di Reno (BO)

Italy

Tel: 051-727415

Fax: 051-727155

Product: frozen, chilled, dried,  
smoked, canned**Foods Import-**

Fratelli Monti

64010 Villa Rosa (TE)

Italy

Tel: 0861-77537

Fax: 0861-751993

Contact: Sig. Riccardo Monti

Product: salted, canned, smoked,  
dried**Fredditalia International S.P.A.**

Via Isolabella

58043 Castiglione Della Pesc

Italy

Tel: 0564-936254

Fax: 0564-935314

Product: fresh, chilled, frozen, fish,  
seafood**Frescomar S.R.L.**

Contrada Scariglia

63037 Porto D'Ascoli (AP)

Italy

Tel: 0735-751316

Fax: 0735-657616

Product: fresh, frozen, fish, seafood,  
chilled, dried**Frigosud Termoli S.R.L.**

Zona Industriale

Localita' Greppe di Pantano

86039 Termoli (CB)

Italy

Tel: 0875-751502

Fax: 0875-751751

Product: fresh, frozen, other fish  
products

**Frollanpesca S.R.L.**

Via Stefano  
Jacini, #14/#15  
00191 Roma

Italy

Tel: 06-3294904

Fax: 06-3286863

Contact: Sig. A. Frollano,  
Titolare

Product: frozen, various species,  
groundfish

**Gadus S.R.L.**

Via Flaminia, 441  
00196 Roma (RM) , Italy

Tel: 06-3231840

Fax: 06-3231468

Contact: Dott. A. La Rocca,  
Import Contact

Product: dried, salted, canned, cod,  
groundfish

**Gelomar S.R.L.**

Loc. La Valle  
58043 Castiglione Della Pescaia (GR)  
Italy

Tel: 0564-939062

Fax: 0564-939257

Product: fresh, frozen, other seafood  
products

**Giacalone Matteo E C. S.R.L.**

Via Stefano, Turr #61  
91026 Mazara Del Vallo (TP)  
Italy

Tel: 0923-945603

Fax: 0923-933594

Product: fish, seafood, chilled, fresh,  
frozen

**Ginial S.R.L.**

Calata Villa del Popolo  
80133 Napoli , Italy

Tel: 081-265721

Fax: 081-265721

Product: salted, fish, seafood,  
smoked, canned, specialty seafood  
products

**Giolfo & Calcagno SPA**

16158 Genova-Voltri (GE)

Italy

Tel: 010-636141

Fax: 010-636141

Product: fresh, chilled, frozen, fish,  
seafood

**Giovanni Battaglia**

Via Venezia 5  
Casella Postale 2081

80100 Napoli

Italy

Tel: 081-7316135

Fax: 081-5731526

Product: salted, canned, fish,  
seafood

**Gismondi Enrico & Company S.P.A.**

Via Gramsci 73

C.P. 712

16126 Genova (GE)

Italy

Tel: 010-201936

Fax: 010-290693

Contact: Sig. Carlo A. Rizzi,  
Import Contact

Product: salted

**Gruppo Marr S.P.A. Mag. Alim. Ri.**

Riminesi

Via Spagna, 20

47037 Rimini (RI)

Italy

Tel: 0541-746111

Fax: 0541-746244

Product: fresh, frozen, chilled,  
smoked, canned, dried, brined, other  
product types

**Icat Food S.R.L.**

Via Palestro, 2/5

16122 Genova (GE)

Italy

Tel: 010-298021

Fax: 010-205653

Product: smoked, canned, fish,  
seafood

**Ifc Purchasing & Coproduction**

Via della Nocetta 109

00164 Roma

Italy

Tel: 06-6664416

Fax: 06-6663240

Contact: Sig. Aldo Ausiello,  
Manager

Product: fresh, chilled, dried,  
smoked, canned

**Igea Pesca**

Via Gradara 2  
47041 Bellarai Igea Marina  
Italy

Tel: 0541-347338

Fax: 0541-346268

Product: fresh, frozen

**Il Corallo S.R.L.**

Via Lucchese Borghesano 24  
00146 Roma (RM)

Italy

Tel: 06-5590238

Fax: 06-5586616

Contact: Dott. F. Morbidelli,  
Import Contact

Product: fresh, smoked

**Imexcoop. Mare S.Coop.R.L.**

Via Marsala, 19  
60121 Ancona (AN)

Italy

Tel: 071-206340

Fax: 071-201962

Contact: Sig. M. Paolinelli,  
President

Product: canned

**Interindustria S.P.A.**

Zona Industriale Sant'Atto  
64020 Sant'Atto (TE)

Italy

Tel: 0861-58446

Fax: 0861-587491

Contact: Sig. M. De Santis,  
Import Contact

Product: fresh, frozen

Intermer S.C.S.  
#26 Bis,  
Boulevard Princesse Charlotte  
98 000 Montecarlo (Francia)  
Italy

Tel: 0033-93-305203  
Fax: 0033-93-305204  
Contact: Dott. A. Maroni,  
Acquisti  
Product: fresh, chilled, frozen, dried,  
fish, seafood

Intertraders S.P.A.  
Via Polleri, 3  
16125 Genova (GE), Italy  
Tel: 010-290485  
Fax: 010-281285  
Product: smoked, canned, fish,  
seafood

Isumar S.R.L.  
Via Diodoro Siculo 30  
20125 Milano (MI)  
Italy  
Tel: 02-66101719  
Fax: 02-66102446  
Contact: Dott. G. Defendenti,  
Import Contact  
Product: fresh, frozen

Italgel S.P.A.  
Viale Mentana, 43  
43100 Parma (PR), Italy  
Tel: 0521-7921  
Fax: 0521-771591  
Contact: Sig.a Gubellini,  
Acquisti  
Product: fresh, chilled, dried, frozen,  
fish, seafood

Itarca S.R.L.  
Via XXV  
Aprile Ovest 8/A  
42049 S. Ilaria D'Enza (RE)  
Italy  
Tel: 0522-673090  
Fax: 0522-671212  
Product: fresh, chilled, frozen, fish,  
seafood

Ittica Etruria S.R.L.  
Via Roma 175  
52025 Montevarchi (AR)  
Italy  
Tel: 0575-27045  
Fax: 0575-27068  
Product: fresh, frozen, fish, seafood  
products

Ittica Orsini S.R.L.  
Via Bruno Buozzi 10  
65100 Pescara (PE)  
Italy  
Tel: 085-4213170  
Fax: 085-4213586  
Contact: Sig. Orsini,  
Presidente  
Product: fresh, frozen

Ittimar S.P.A.  
S.S. Romea, Km 26  
44029 Comacchio (FE)  
Italy  
Tel: 0533-327100  
Fax: 0533-327272  
Product: fresh, frozen, smoked,  
canned, seafood, fish

La Piemontese  
Via Levis 60  
10050 Chiomonte (TO)  
Italy  
Tel: 0122-54102  
Fax: 0122-54610  
Product: fresh, frozen

Lobster Cave Di Mario Morra  
Largo Sermoneta, 7  
80123 Napoli (NA)  
Italy  
Tel: 081-7691016  
Fax: 081-7690995  
Contact: Sig. Mario Morra,  
President  
Product: fresh

Lobster S.R.L.  
Via del Faro, 34  
80070 Bacoli (NA)  
Italy  
Tel: 081-5234487  
Fax: 081-5234489  
Contact: Sig. P. Longobardo,  
Dirigente  
Product: fresh

Longarina Itticultura S.R.L.  
Via Pernier 19  
00121 Lido Di Ostia (RM)  
Italy  
Tel: 06-5651034  
Fax: 06-5657038  
Product: fresh, chilled, fish, seafood,  
other products

Longino & Cardenal Di R. Corradini  
S.A.S.  
Corso Nazionale 5  
19100 La Spezia (SP)  
Italy  
Tel: 0187-516781  
Fax: 0187-509124  
Product: smoked, canned

Lord Fish S.R.L.  
Via Tirone 1  
80049 Somma Vesuviana (NA)  
Italy  
Tel: 081-8993120  
Fax: 081-8991678  
Contact: Sig. Rea Ferraro,  
Import Contact  
Product: fresh, frozen, salted, fish,  
seafood

Ma.Pri.Com. S.P.A.  
Via F. D. Guerrazzi, 24/1B  
16146 Genova, Italy  
Tel: 010-313512  
Fax: 010-3628807  
Product: fresh, frozen, canned, fish



Mobilpesca S.R.L.  
Via Mazzini 32  
51010 Massa E Cozzile (PT)  
Italy  
Tel: 0572-73532  
Fax: 0572-772206  
Product: fresh, chilled, frozen, dried,  
fish, seafood

Mondo Mare S.R.L.  
Via dei Pescatori 56  
55049 Viareggio  
Italy  
Tel: 0584-380413  
Fax: 0584-380386  
Contact: Mr. A. Mariani,  
Purchasing  
Product: fresh, chilled, frozen, fish,  
seafood

Natalizia Gruppo Alimentare  
Via Casalina 50  
00038,  
Valmontone (RM)  
Italy  
Tel: 06-9598004  
Fax: 06-9597981  
Contact: Sig. A. Natalizia,  
Titolare  
Product: salted, canned, fish,  
seafood, other products

Nordpesca S.P.A.  
Via Egadi 12  
20144 Milano (MI)  
Italy  
Tel: 02-48009768  
Fax: 02-48009769  
Contact: Sig.ra C. Mascheretti,  
Import Contact  
Product: fresh fishery products,  
seafood

Nuova Centro Pesca S.R.L.  
Via F. Veracini 41  
50144 Firenze (FI), Italy  
Tel: 055-360439  
Fax: 055-332362  
Product: fresh, chilled, frozen, fish

Nuova Costa Azzurra  
Via Giovanni XXIII,  
#14/22  
Zona Industriale La Bianca  
56025 Pontedera (PI)  
Italy  
Tel: 0587-484791  
Fax: 0587-483247  
Product: fresh, frozen

Nuova Deltapesca S.R.L.  
Via Collettore Sinistro, 7  
45014 Contarina (RO), Italy  
Tel: 0426-321780  
Fax: 0426-633842  
Product: fresh, frozen

Nuova Ge.Ma.Po. S.R.L.  
Via Romea Nuova  
45010 Riva' Ariano Nel Poles  
Italy  
Tel: 0426-79002  
Fax: 0426-79003  
Product: fresh, frozen

Palimex  
Via dei Vanga, 3/5  
39100 Bolzano (BZ), Italy  
Tel: 0471-971653  
Fax: 0471-978566  
Product: fresh, frozen

Pambuffetti Fratelli  
Via Ottaviani 7  
06034 Foligno (PG), Italy  
Tel: 0742-340638  
Fax: 0742-357415  
Contact: Dott. F. Pambuffetti,  
Import Contact  
Product: salted

Panatrade S.P.A.  
Via Mazzini, 31  
51010 Massa E Cozzile (PT)  
Italy  
Tel: 0572-7791  
Fax: 0572-772186  
Product: fresh, chilled, frozen, fish,  
seafood

Panatrade S.P.A.  
Via Mazzini, 31  
51010 Massa E Cozzile (PT)  
Italy  
Tel: 0572-7791  
Fax: 0572-772186  
Contact: Dott. A. Bertelli,  
Import Contact  
Product: fresh, frozen

Paonessa S.R.L.  
Loc. Fiasco Baldaya  
88069 Squillace (CZ), Italy  
Tel: 0961-915081  
Fax: 0961-915082  
Product: salted

Pedol Mario & Figli S.N.C.  
Via Dogana, 2  
20123 Milano (MI), Italy  
Tel: 02-72022536  
Fax: 02-72003070  
Contact: Sig. C. Pedol,  
Import Contact  
Product: fresh, frozen

Pentas S.R.L.  
Via Flacca km. 23  
Spiaggia di S. Vito  
04024 Gaeta (LT), Italy  
Tel: 0771-741741  
Fax: 0771-741741  
Contact: Sig. L. Lacroix,  
Presidente  
Product: fresh, frozen, canned

Pescabrava Italia S.R.L.  
Piazzale Biancamano, 1  
20154 Milano, Italy  
Tel: 02-33600620  
Fax: 02-341448  
Product: fresh, frozen

Pescagel S.P.A.  
Via Copernico, 42  
20125 Milano (MI), Italy  
Tel: 02-66981731  
Fax: 02-66985168  
Product: fresh, frozen

Pesclaudio S.P.A.  
Via Ponte Vetro, 18  
20121 Milano (MI),  
Italy  
Tel: 02-801446  
Fax: 02-5513699  
Product: fresh, frozen

Pesclaudio Sud S.P.A.  
S.S. 433, Km 29,500  
63030 Rotella (AP),  
Italy  
Tel: 0736-73203  
Fax: 0736-373206  
Contact: Comm. C. Gnocchi,  
Ammin. Unico  
Product: fresh, frozen

Pugliapesca S.a.s.  
Via Barletta, 79  
71044 Margherita Di Savoia  
Italy  
Tel: 0883-657094  
Fax: 0883-657094  
Contact: Dott. Leone  
Product: fresh, frozen

Rag. Carlo Bonaria & C.  
Via A. Cecchi 19/20  
16129 Genova,  
Italy  
Tel: 010-585075  
Fax: 010-584222  
Product: salted, canned

Sacom S.R.L.  
Via dell'Agricoltura 4  
09100 Cagliari (CG),  
Italy  
Tel: 070-370344  
Fax: 070-370344  
Contact: Sig. G. Palomba,  
Import Contact  
Product: fresh, frozen

Safica S.P.A.  
Via Mascherone, 19  
20145 Milano (MI),  
Italy  
Tel: 02-48193864  
Fax: 02-48008092  
Product: fresh

Saipo S.P.A.  
V. Carlo Eman. Buscaglia 40  
00054 Fiumicino (RM)  
Italy  
Tel: 011-31071  
Fax: 011-3107453  
Contact: Dott. G. Saccà,  
Import Contact  
Product: fresh, frozen

Saipomar S.R.L.  
Via Sammartini 69  
20125 Milano (MI),  
Italy  
Tel: 02-6694634  
Fax: 02-6694634  
Contact: Ms. M. Zannini,  
Import Contact  
Product: fresh, frozen

Sarcen S.R.L.  
Via Padre Rocco, 17/19  
81042 Napoli (NA), Italy  
Tel: 081-5543904  
Fax: 081-5538390  
Contact: Sig. R. Bruno,  
Import Contact  
Product: salted

Sipi Surgelati S.A.S.  
Loc. Bivio dell'Asso  
53028 Torrenieri (SI),  
Italy  
Tel: 0577-834132  
Fax: 0577-834299  
Product: fresh, frozen

Sisa S.P.A.  
Via del Padule 23/G  
50018 Scandicci (FI),  
Italy  
Tel: 055-755.654  
Fax: 055-757.262  
Product: fresh, frozen

Sogimpex Italia S.A.S.  
Via Caduti p. I. Liberta', 24/A  
48015 Cervia (RA), Italy  
Tel: 0544-975173  
Fax: 0544-975174  
Contact: Sig. G. Veronese  
Product: fresh, frozen

Sovitpesca S.p.A.  
Via L. da Vinci, 45  
57123 Livorno (LI)  
Italy  
Tel: 0586-423362  
Fax: 0586-425448  
Product: fresh, chilled, frozen

Special Food Company  
Via Venisti, 63  
70010 Capurso (BA)  
Italy  
Tel: 080-6954266  
Fax: 080-652963  
Contact: Sig. G. Cascarano,  
Titolare  
Product: fresh, chilled, frozen

Stella S.R.L.  
Via Pietrasanta 12  
20141 Milano  
Italy  
Tel: 02-5740.4443  
Fax: 02-5521.3484  
Product: salted, smoked, canned

Tirrenia Pesca S.R.L.  
Via Ostiense 109  
(interno MM.GG.)  
00154 Roma (RM)  
Italy  
Tel: 06-57300142  
Fax: 06-5758750  
Contact: Sig. Aldo Tomassetti,  
Amm.re  
Product: fresh, chilled, frozen

Tontini Pesca S.R.L.  
Via della Cannuccia  
00042 Anzio (RM)  
Italy  
Tel: 06-9877143  
Fax: 06-9877155  
Contact: Sig. R. Tontini,  
Import Contact  
Product: fresh, chilled, frozen

Tosco Pesce S.P.A.  
Via Aurelia Sud  
Km. 354  
55049 Viareggio (LU)  
Italy  
Tel: 0584-388083  
Fax: 0584-391092  
Product: fresh, frozen

Unifrigo-Gadus S.R.L.  
Via Petrarca 93/9  
80122 Napoli (NA), Italy  
Tel: 081-5751606  
Fax: 081-5753083  
Contact: Dott. Roberto Eminente  
Product: salted, canned

Unil-It S.P.A. Division Sagit  
Via Paolo di Dono, 3/a  
00143 Roma (RM)  
Italy  
Tel: 06-54491  
Fax: 06-5193036  
Contact: Mr. H. Van Heterejck,  
Product: fresh, frozen

Vebo Europa Fish S.R.L.  
Via San Quirico 139/R  
16163 Genova (GE)  
Italy  
Tel: 010-710040  
Fax: 010-711558  
Product: fresh, frozen, smoked,  
canned, fish, seafood

Versilpesca S.R.L.  
Localita' Montramito  
55054 Massarosa (LU)  
Italy  
Tel: 0584-960388  
Fax: 0584-960390  
Product: fresh, frozen, seafood, fish

Vipore Gastronomia S.R.L.  
Piazza Garibaldi 29  
00042 Anzio (RM), Italy  
Tel: 06-9846255  
Fax: 06-9847331  
Product: smoked, canned

Vismara E. Di A. Biffi E C.  
Via Fanin, 2  
20090 Segrate (MI), Italy  
Tel: 02-2139006  
Fax: 02-2138913  
Contact: Dott. Mario Naviglio,  
President  
Product: smoked, canned, seafood,  
fish

**CANADIAN EMBASSY**  
**Via G.B. de Rossi 27,**  
**00161 Rome,**  
**Italy**  
**Tel:(011-39-6) 445981**  
**Fax:(011-39-6) 44598754**  
**Contact: Mr. David Shortall**

## NETHERLANDS

Fisheries has been a way of life for many centuries in the Netherlands. In more recent times, shrinking resources and resultant introduction of catch quotas has led to overcapacity in the Dutch fishing fleet, one of the most modern in the world. The role of the Netherlands as the trade and distribution hub of Europe applies equally to fish and products. A good portion of imports, which have expanded significantly in recent years, is re-exported serving markets chiefly in Europe. While Dutch fish imports were valued at Cdn\$940 million in 1992, exports reached a total of Cdn\$ 1,640 million. The country now holds the number two position on the list of fish exporting nations in the EC. Shellfish shows the strongest growth in imports. Canada benefits from this trend, selling larger volumes of live lobster to the Netherlands each year. The potential for frozen lobster and parts is good but purchases of these items from Canada will remain slow for some time. Prospects otherwise exist for frozen crab, periwinkles and quality fish products, including processed seafood.

Alvis bv Ansjovisweg 24 3751 BL Spakenburg Netherlands Tel:(3499) 86828 Fax:(3499) 81423 Product: live/frozen eel	Delta fish bv. Treilerweg 80 2583 DD The Hague Netherlands Tel:(70) 3502121 Fax:(70) 3506910 Product: frozen salmon	Giessen Import-Export bv, H. P.O. Box 283 3340 AG Hendrik Ido Ambacht Netherlands Tel:(1858) 13700 Fax:(1858) 17434 Product: shrimp, prawns
Boas bv, M.H. Stephensonstraat 40 2723 RN Zoetermeer Netherlands Tel:(79) 410114 Fax:(79) 421722 Product: canned fish	Dil bv, Gebr. Kerklaan 40 1921 BL Akersloot Netherlands Tel:(2513) 12306 Fax:(2513) 15420 Product: eel, freshwater fillets, other fillets	Gloe & Co. bv Van Riemsdijkweg 68 3088 HD Rotterdam Netherlands Tel:(10) 4295033 Fax:(10) 4292194 Product: canned fish
Catz International bv Blaak 22 3011 TA Rotterdam Netherlands Tel:(10) 4113440 Fax:(10) 4045406 Product: canned fish	Dulk en Zonen bv, Jac den Vissershavenweg 33 2583 DK The Hague Netherlands Tel:(70) 3549090 Fax:(70) 3512785 Product: frozen pelagics	Goldfish, Fa. P.O. Box 71 1130 AB Volendam Netherlands Tel:(2993) 63984 Fax:(2993) 67232 Product: frozen shrimp
Ceung Kong B.V. Wagenstraat #94a-100 2512 AZ Den Haag Netherlands Tel:(70) 3609052 Fax:(70) 3459127 Product: live lobster	Dutch-Canadian Foodline Dorpsstraat 5 6999 AA Hummelo Netherlands Tel:(8348) 1351 Fax:(8348) 1351 Product: live lobster	Goudschelp bv Industrieweg 35 4401 LA Yerseke Netherlands Tel:(1131) 2351 Fax:(1131) 3548 Product: frozen, shrimp
Culimer bv Albert Plesmanweg 53 3088 GB Rotterdam Netherlands Tel:(10) 4282255 Fax:(10) 4281030 Product: crabmeat, groundfish	Fierets Vishandel Oostburg bv Industrieweg 13 4501 PM Oostburg Netherlands Tel:(1170) 3551 Fax:(1170) 4128 Product: live/frozen eel	Haasnoot Jr. bv, L. Mr. C. Fockstraat 43 2225 TM Katwijk Netherlands Tel:(1718) 16441 Fax:(1718) 72446 Product: frozen, salted herring, herring products



Heijer en Zn. bv, W.G. den  
 Visserhavenweg 48-49  
 2583 DK The Hague  
 Netherlands  
 Tel:(70) 3557000  
 Fax:(70) 3512730  
 Product: live/frozen fish

Hoogendijk Jzn cv, A.  
 Doggerstraat 1  
 3134 KD Vlaardingen  
 Netherlands  
 Tel:(10) 4342711  
 Fax:(10) 4342143  
 Product: herring

Hoogland bv, J.  
 Protonweg 8  
 1627 LD Hoorn, Netherlands  
 Tel:(2290) 14874  
 Fax:(2290) 15233  
 Product: frozen salmon, eel

Interseafish bv  
 P.O. Box 22  
 4690 AA Tholen, Netherlands  
 Tel:(1660) 4040  
 Fax:(1660) 3333  
 Product: groundfish, shellfish

ISPC bv  
 Kalshoven 25  
 4825 AL Breda, Netherlands  
 Tel:(76) 877250  
 Fax:(76) 876571  
 Product: live lobster

Klaver Import bv  
 Einthovenstraat 2  
 1821 BC Alkmaar  
 Netherlands  
 Tel:(72) 146262  
 Fax:(72) 114187  
 Product: canned fish

Knol, Mr. M.  
 Kerkstraat 76  
 9745 CL Hoogkerk  
 Netherlands  
 Tel:(50) 566774  
 Fax:(50) 566437  
 Contact: Mr. Knol  
 Product: live eel

Kok Spaarndam bv, W.  
 Snoekweg 8  
 4941 SC Raamsdonksveer  
 Netherlands  
 Tel:(1621) 18877  
 Fax:(1621) 18866  
 Product: eel, salmon

Koman's Vishandel bv  
 Den Bels 1  
 4782 PG Moerdijk  
 Netherlands  
 Tel:(1683) 2422/2558  
 Fax:(1683) 2846  
 Product: live/frozen eel

Kraan bv, H.  
 Visafslagweg 60  
 2583 DM The Hague  
 Netherlands  
 Tel:(70) 3540535  
 Fax:(70) 3555739  
 Product: frozen salmon

Krijn Verwijs, Fa.  
 Havenkade 3  
 4401 NS Yerseke, Netherlands  
 Tel:(1131) 1701  
 Fax:(1131) 1224  
 Product: lobster, crustaceans

Kwakkelstein bv  
 Westhavenkade 66  
 3131 AG Vlaardingen  
 Netherlands  
 Tel:(10) 4340366  
 Fax:(10) 4359455  
 Product: herring

Marine Foods  
 Schokkerweg 3  
 2583 BH The Hague  
 Netherlands  
 Tel:(70) 3512771  
 Fax:(70) 3544802  
 Product: pelagics, groundfish

MCM bv  
 P.O. Box 140  
 3100 AC Schiedam, Netherlands  
 Tel:(10) 4739444  
 Fax:(10) 4739849  
 Product: canned fish

Mercuur bv, Zeevishandel  
 P.O. Box 327  
 1970 AH IJmuiden  
 Netherlands  
 Tel:(2550) 35174  
 Fax:(2550) 31071  
 Product: groundfish

Meulemeester bv, De  
 P.O. Box 24  
 4400 AA Yerseke, Netherlands  
 Tel:(1131) 1552/1440  
 Fax:(1131) 1673  
 Product: live lobster

Norpesca bv  
 Schipperskade 4  
 8321 EH Urk, Netherlands  
 Tel:(5277) 3550  
 Fax:(5277) 3502  
 Product: groundfish

Obrie Vishandel Breskens bv  
 Nieuwstraat 4  
 4511 CR Breskens  
 Netherlands  
 Tel:(1172) 1827  
 Fax:(1171) 3534  
 Product: live lobster

Oceanis Seafood bv  
 De Lasso 51  
 2371 GW Roelofarendsveen  
 Netherlands  
 Tel:(1713) 19202  
 Fax:(1713) 19226  
 Product: frozen shrimp

Ouwehand's Rederij en  
 Visverwerking bv  
 Rederijstraat 19  
 2224 RB Katwijk  
 Netherlands  
 Tel:(1718) 51111  
 Fax:(1718) 51148  
 Product: herring, specialty fish

Parlevliet Seafood cv, Eric  
 Nachtegaallaan 39  
 2224 JC Katwijk, Netherlands  
 Tel:(1718) 13539  
 Fax:(1718) 76416  
 Product: herring

Pols-Bom, Fa.  
Damstraat 66  
4401 AD Yerseke, Netherlands  
Tel:(1131) 1759  
Fax:(1131) 3656  
Product: live lobster

Prime fish Holland bv  
Beemsterschans 1  
3432 DB Nieuwegein, Netherlands  
Tel:(3402) 63109  
Fax:(3402) 62893  
Product: lobster parts/meat

Pronk, Fa., A.  
(Holland Vis)  
65 Vissershavenweg  
2583 BL The Hague, Netherlands  
Tel:(70) 3512258  
Fax:(70) 3521416  
Product: live lobster

Puul & Zoon bv, Klaas  
P.O. Box 231  
1130 AE Volendam, Netherlands  
Tel:(2993) 64247  
Fax:(2993) 67247  
Product: frozen crab, lobster

Scanimex Seafood bv  
Sintelweg 21  
4891 SP Rijsbergen, Netherlands  
Tel:(76) 213199  
Fax:(76) 201945  
Product: crab meat, lobster

Schot, Fa. S.L.  
Breeweg 82  
4401 BS Yerseke,  
Netherlands  
Tel:(1131) 2704  
Fax:(1131) 1605  
Product: live lobster

Siewertsen bv  
Strandweg 20  
1976 BS IJmuiden, Netherlands  
Tel:(2550) 21650  
Fax:(2550) 33434  
Product: groundfish

Slothouber Seafood bv  
Mauritskade 35  
2514 HD The Hague, Netherlands  
Tel:(70) 3624780  
Fax:(70) 3609345  
Product: lobster, crabmeat

Verwijs Kreeftenparken  
Havendijk 30  
4612 PJ Bergen op Zoom,  
Netherlands  
Tel:(1640) 33866, (1131) 1705  
Fax:(1131) 3749  
Product: live lobster

Verwijs v/d Endt, Fa. P.  
Havendijk 5  
4401 NS Yerseke, Netherlands  
Tel:(1131) 1702  
Fax:(1131) 3749  
Product: live lobster

Vooy's & Zn, Jac..  
Vissershavenweg 62  
2583 DL The Hague, Netherlands  
Tel:(70) 3552964  
Fax:(70) 3542001  
Product: herring

Warmelo & Van der Drift bv  
Westhavenkade 55  
3131 AG Vlaardingen  
Netherlands  
Tel:(10) 4340022  
Fax:(10) 4340693  
Product: herring

Winter & Konijn bv  
P.O. Box 188  
3620 AD Breukelen, Netherlands  
Tel:(3462) 65784  
Fax:(3462) 63854  
Product: canned fish

Yzermans Export Group bv  
Tarwestraat 41  
2153 GE Nieuw-Vennep  
Netherlands  
Tel:(2526) 73484  
Fax:(2526) 89214  
Product: frozen fish

Zegel bv, W.J.  
Langheckweg 20  
6468 EL Kerkrade-West  
Netherlands  
Tel:(45) 460140  
Fax:(45) 462755  
Product: fresh and frozen fish

Zeit International bv  
Havendijk 3  
4731 TA Oudenbosch, Netherlands  
Tel:(1652) 13927  
Fax:(1652) 13715  
Product: canned fish

Zuiderzee Handelsmij. bv  
Morseweg 69  
1131 PH Volendam, Netherlands  
Tel:(2993) 67547  
Fax:(2993) 69493  
Product: frozen shrimp

Zwan & Zonen nv, W. van der  
Hellingweg 5  
2583 DZ The Hague, Netherlands  
Tel:(70) 3545466  
Fax:(70) 3506069  
Product: herring

**CANADIAN EMBASSY**  
**Commercial Division**  
**Parkstraat 25, 2514 JD The Hague**  
**Kingdom of the Netherlands**  
**P.O. Box 30820,**  
**Tel:(011-31-70) 361-4111**  
**Fax:(011-31-70) 365-6283**  
**Contact: Mr. Fritz W. Zechner**

## NORWAY

Norwegian imports of fish products are minimal compared to the total domestic consumption of fish and seafood, as Norway supplies the majority of it's own demand. However, there are some species and products which may find a niche in this market. Due to a shortage in domestic catches the following products show market potential for importing; skate wings, monkfish tails, fresh, peeled and brined shrimp, cooked lobster (frozen in brine), and small amounts of live lobster. There are generally no tariff barriers, but all food products are subject to health and sanitary inspection.

Aalesundfish A/S  
P.O. Box 2021  
6021 Aalesund, Norway  
Tel: 47-70 13 17 70  
Fax: 47-70 12 83 31  
Contact: Ragnvald Vaagsholm  
Product: seafood

Frionor A.S.  
P.O. Box 195  
1324 Lysaker, Norway  
Tel: 47-67 12 30 10  
Fax: 47-67 12 16 80  
Contact: Svein G. Nybo  
Product: seafood

Inger Sorensen A.S.  
Fiskehallen, Vippetangen  
0150 Oslo, Norway  
Tel: 47-22 42 14 80  
Fax: 47-22 42 65 58  
Contact: Mr. Age Skjaeret  
Product: seafood

Koltzow, A.S.  
Prof. Birkelandsvei 30C  
1008 Oslo, 0150 Oslo  
Norway  
Tel: 47-22 32 24 00  
Fax: 47-22 32 37 64  
Contact: Mr. Asbjorn Ekse, Manager  
Product: seafood

Naustvik Storkjokken A.S.  
Akershusstranda 1  
0150 Oslo  
Norway  
Tel: 47-22 42 55 05  
Fax: 47-22 33 69 85  
Contact: Mr. Stein Naustvik, Buyer  
Product: seafood

P. Domstein & Co.  
P.O. Box 14  
6701 Maloy  
Norway  
Tel: 47-57 85 12 00  
Fax: 47-57 85 11 82  
Contact: Mr. Rolf Domstein, Director  
Product: seafood

Torgersen & Co. A.S.  
Hvamveien 1  
2013 Skjetten  
Norway  
Tel: 47-63 84 55 00  
Fax: 47-63 84 55 99  
Contact: Mr. L. Ness, Chief Buyer  
Product: seafood

### CANADIAN EMBASSY

Oscars Gate 20,  
Oslo 3,  
Kingdom of Norway  
Tel:(011-47-22) 46-69-55  
Fax:(011-47-22) 69-34-67  
Contact: Mr. Tor-Eddie Fossbakk

## POLAND

Poland imported approximately 120,000 tons of fish and seafood during 1993. Norway, Holland, Great Britain and Russia are the principal suppliers. The species imported in order of importance were; mackerel, herring, pollock, silver hake, grenadier, red fish and cod. The Polish government introduced a quota on imported mackerel of 40,000 tons for 1994. Salmon regarded as a luxury food is gaining popularity, as well, there is also a noticeable growing demand for whitefish. Almost all salmon imports come from either Scandinavia or Russia, except for a small domestic catch in the Polish Baltic waters.

**Eurofish Limited**  
70-023 Szczecin,  
ul. Smoleńska 4, Poland  
Fax: (48-91) 825-738  
Contact: Mr. T. Pintowski  
Product: seafood

**Almar Limited**  
83-300 Kartuzy,  
ul. Kościarska 2, Poland  
Fax: (48-58) 814-793  
Contact: Mr. M. Gniazdowski  
Product: seafood

**Interfood**  
81-323 Gdynia,  
ul. Kółkątaja 1, Poland  
Fax: (48-58) 207-551  
Contact: Mr. M. Sienkiewicz  
Product: seafood

**Pol-Serve Trade Company**  
81-212 Gdynia,  
ul. Hutnicz 3, Poland  
Fax: (48-58) 230-424  
Product: seafood

**Wilbo Limited**  
Zakłady Rybne,  
84-120 Władysławowo,  
ul. Skandynawska 7  
Poland  
Fax: (48-58) 740-020  
Contact: Mr. L. Bold  
Product: seafood

**Fish Trading Co.**  
60-479 Poznań,  
ul. Strzeszyńska 38/42  
Poland  
Fax: (48-61) 221-551  
Product: seafood

**Zakład Handlowy Wejherowo**  
84-200 Wejherowo,  
ul. Brygady Pancernej 5  
Poland  
Fax: (48-58) 720-581  
Contact: Mr. M. Kluba,  
Import Contact  
Product: seafood

**Mistral**  
84-320 Rumia,  
ul. Różana 83  
Poland  
Fax: (48-58) 713-132  
Contact: Mr. M. Dominik,  
Import Contact  
Product: seafood

**Dal-Pesca Limited**  
81-340 Gdynia,  
ul. Hryniewieckiego 8A  
Poland  
Fax: (48-58) 207-923  
Product: seafood

**Seafood Product Gdynia Limited**  
81-029 Gdynia,  
ul. Przemysłowa 8  
Poland  
Fax: (48-58) 233-451  
Contact: Mr. K. Chowaniec,  
Import Contact  
Product: seafood

**CANADIAN EMBASSY**  
Ulica Jana Matejki 1/5,  
00-481 Warsaw,  
Poland  
Tel: (011-48-22) 29-80-51  
Fax: (011-48-22) 29-64-57  
Contact: Ms. Hanna Mroz



## PORTUGAL

Portugal is one of the EEC's largest, if not the largest, consumer of fish and seafood products with a per capita consumption of some 46.6 Kg (1992). In 1992 the size of the market was estimated at 533,144 tons, of which 295,684 tons were supplied by domestic catches (made in both Portuguese and international waters) and some 237,460 tons by imports. The country can be described as a relatively stable and conservative market with a well established demand for specific products and product forms.

Salted cod is the most dynamic import species, accounting alone for some 42/45 per cent of the total imported volume. Over many years the demand has been predominantly for cod in wet salt form and to a much lesser extent for the product in dry salt state. However, due essentially to the continued decline of cod from traditional sources and increased supplies of low-priced frozen cod caught by Russian boats, a growing interest is currently expressed by Portugal in the gutted, head-off frozen product.

Other major import species include: hake (in gutted, head-off frozen form); tuna (in round or dressed frozen forms); fresh pilchards; frozen sardine; frozen mackerels; redfish (in gutted, head-off frozen form); soles/flounders (in gutted, head-off frozen form); monkfish (tail portions, IQF); lobster and crab (in both live and frozen forms); shrimp/prawn (in head-on or headless frozen forms); and squid (both illex and loligo, in round frozen form).

Armazens de Matinha Lda  
R. Val., Formoso de Baixo, 110  
1900, Lisboa,  
Portugal  
Tel: 01-8585821  
Fax: 01-8586197  
Contact: Dr. Sena da Silva,  
Import Contact  
Product: dry salt cod

Cardoso Silva & Ca. Lda  
Rua Mouzinho da Silveira, 56  
4000, Porto, Portugal  
Tel: 02-2000746  
Fax: 02-2000746  
Contact: Sr. Jorge Caldeira Pinto  
Monteiro  
Product: dry salt cod

Gruponorte  
Dist. Prod. Alim. Reunidos  
Centro Comercial D. Pedro,  
2, Sala 7/10,  
Rua D. Pedro V  
4785, Trofa, Portugal  
Fax: 052-46211  
Contact: Sr. Camilo Pereira,  
Import Contact  
Product: dry salt cod

Sortipescas  
Importacao de Bacalhau Lda  
Pinhal do General,  
Lt #304  
Quinta do Conde  
2830, Barreiro  
Portugal  
Tel: 01-2100537  
Fax: 01-8536383  
Contact: Sr. Alberto Jose Oliveira,  
Director Comercial  
Product: dry salt cod

Suloeste  
Dist. Produtos Alimentares Reunidos  
ACE  
Pcta Proj.  
Rua Joao XXIII,  
Lt #6, Lj  
Casais  
2725, Mem Martins  
Portugal  
Fax: 01-9200008  
Contact: Sr. Fernando Batista,  
Import Contact  
Product: dry salt cod

Uniarne  
Uniao Armaz. Mercearia CRL  
Rua Joao Chagas, 130  
2795, Linda-a-Velha  
Portugal  
Tel: 01-4151478  
Fax: 01-4151380  
Contact: Sr. Ricardo Teixeira,  
Import Contact  
Product: dry salt cod, other seafood  
products

Alimar  
Alimentos do Mar Lda  
Estrada da Torre,  
AR 8-A/73  
1700, Lisboa  
Portugal  
Tel: 7586677  
Fax: 7593658  
Contact: Sr. V.M. Eloi de Sousa,  
Import Contact  
Product: frozen fish (hare, tuna,  
salmon, redfish, groundfish, sole,  
flounder, monkfish, squid)

**Aprogel Produtos Congelados**  
 Largo Mouzinho de Albuquerque, 26  
 3500, Viseu,  
 Portugal  
 Fax: 072-28327  
 Product: frozen fish (hare, tuna,  
 redfish, sole/flounder, monkfish,  
 squid)

**Beirafrio**  
 Ind. Produtos Alimentares SA  
 Quinta do Sacouto,  
 Lugar do Fanqueiro  
 2670, Loures,  
 Portugal  
 Tel: 01-9831146  
 Fax: 01-9833671  
 Contact: Mascarenhas, Lemos  
 Product: frozen fish (hare, tuna,  
 redfish, sole/flounder, monkfish,  
 squid, lobster, crab, shrimp and  
 prawns)

**Central Atlantico**  
 Imp. Exp. Prod. Alim. Lda  
 Edifício dos Armadores, 8  
 Docapesca - Pedroucos  
 1400, Lisboa,  
 Portugal  
 Tel: 01-3015240  
 Fax: 01-3017257  
 Contact: Dr. Joao Rodrigues  
 Product: frozen fish (hare, tuna,  
 redfish, sole, flounder, monkfish,  
 squid, lobster, crab, shrimp and  
 prawns)

**DICA**  
 Desenv. Int. de Comercio Alimentar  
 Ed. Armadores no. 8, Docapesca,  
 Pedroucos  
 1400, Lisboa,  
 Portugal  
 Tel: 01-3017253  
 Fax: 01-3017256  
 Product: frozen fish (hare, tuna,  
 redfish, sole, flounder, monkfish,  
 squid, lobster, crab)

**Eurotejo**  
 Comercio e Industria de Peixe  
 Docapesca 85, Pedroucos  
 1400, Lisboa  
 Portugal  
 Tel: 3011768  
 Fax: 3017509  
 Contact: Armenio M. Dias  
 Product: frozen fish (hare, tuna,  
 redfish, sole/flounder, monkfish,  
 squid, lobster, crab, shrimp and  
 prawns)

**Gelpeixe**  
 Alimentos Congelados Tarre & Filhos  
 Av. Major Rosa Bastos, 1, 1  
 2670, Loures, Portugal  
 Tel: 01-9830189  
 Fax: 01-9835420  
 Contact: Sr. Vitor Amaral Dias,  
 Import Contact  
 Product: frozen fish (hare, tuna,  
 redfish, sole/flounder, monkfish,  
 squid)

**Antonio e Emiliano Lda**  
 Rua Herois de Franca  
 Docapesca, Armazem 4  
 4450, Matosinhos, Portugal  
 Tel: 02-9376853  
 Fax: 02-9376853  
 Contact: Sr. Emiliano Nascimento,  
 Import Contact  
 Product: frozen fish (hare, tuna,  
 redfish, sole/flounder, monkfish,  
 squid)

**Barreiros & Rocha**  
 Rua Passos Manuel, 3-C  
 1100, Lisboa,  
 Portugal  
 Tel: 3562095  
 Fax: 520947  
 Contact: Sr. Anibal Barreiros,  
 Import Contact  
 Product: frozen fish (hare, tuna,  
 redfish, sole/flounder, monkfish,  
 squid)

**CEC**  
 Comercio Europeu de Congelados  
 Doca Pesca 93-B, Pt 11, Pedroucos  
 1400, Lisboa,  
 Portugal  
 Tel: 01-3017858  
 Fax: 01-3017860  
 Contact: Sr. Horacio Viana,  
 Import Contact  
 Product: frozen fish (hare, tuna,  
 redfish, sole/flounder)

**CRCB**  
 Companhias Reunidas de  
 Congelados Bacalhau Lda  
 Doca de Alcantara, 1  
 1300, Lisboa,  
 Portugal  
 Tel: 01-3966029  
 Fax: 01-3970606  
 Contact: Eng. Almeida Ferreira,  
 Presidente  
 Product: frozen fish (hare, tuna,  
 redfish, sole/flounder, monkfish,  
 squid), wet salt cod

**Euomar Lda**  
 Rua Luis de Camoes,  
 113 r/c E, Alges  
 1495, Lisboa, Portugal  
 Tel: 01-410-6959  
 Fax: 01-410-6815  
 Contact: Sr. Jose Cova  
 Product: frozen fish (hare, tuna,  
 redfish, sole/flounder, monkfish,  
 squid)

**Frina**  
 Frigorificos Nacionais Lda  
 Rua C, Casal Colaride  
 Apt. 132, Agualva  
 2735, Cacem, Portugal  
 Tel: 01-4314138  
 Fax: 01-4314263  
 Contact: Joao Alberto Russo,  
 Import Contact  
 Product: hare, tuna, redfish,  
 sole/flounder, monkfish, squid

Globomar Lda  
Rua Cidade de Nova Lisboa Q/F/S,  
Bairro de Angola  
Camarate  
2685, Sacavem, Portugal  
Tel: 9470228  
Fax: 9475635  
Contact: Sr. Joao Carlos Joaquim,  
Director Comercial  
Product: frozen fish (hare, tuna,  
redfish, sole/flounder, monkfish,  
squid)

Nigel  
Congeladora Jose Nicolau  
Alto de Santa Cruz  
2520, Peniche  
Portugal  
Tel: 062-72225  
Fax: 062-74505  
Contact: Jose A. S. Nicolau,  
Import Contact  
Product: frozen fish (hare, tuna,  
redfish, sole/flounder, monkfish,  
squid)

Sociedade Comercial Sas Lda  
Rua Mouzinho da Silveira, 226  
4000, Porto,  
Portugal  
Tel: 02-2001017  
Fax: 02-2002579  
Contact: Domingos Goncalves,  
Import Contact  
Product: frozen fish (hare, tuna,  
redfish, sole/flounder, monkfish,  
squid)

Argogel  
Imp. Exp. Marisco e Peixe  
Congelado Lda  
Av. das Forcas Armadas-Catuja  
2685, Sacavem,  
Portugal  
Tel: 02-9424977  
Fax: 02-9414915  
Contact: Sr. J. A. Bemposta,  
Import Contact  
Product: frozen lobster, crab,  
shrimp, prawns

Impormarisco  
Ind. Com. Marisco Imp/Exp  
Av. D. Carlos I,  
Lt #14,  
Reboleira Sul  
2700, Amadora  
Portugal  
Tel: 01-4959041  
Fax: 01-4956222  
Contact: Sr. Jose Luis Pires Tomas,  
Import Contact  
Product: frozen lobster, crab,  
shrimp, prawns

SCA (Portugal) Lda  
Trav. Conde da Ribeira,  
#16-A  
1300, Lisboa  
Portugal  
Tel: 01-632013  
Fax: 01-3645483  
Contact: Sr. Armando Baptista,  
Import Contact  
Product: frozen lobster, crab,  
shrimp, prawns

Travamar  
Soc. Dist. Produtos Alimentares Lda  
Arm. 52, 1-Docapesca Pedroucos  
1400, Lisboa,  
Portugal  
Tel: 01-301-7484  
Fax: 01-3027855  
Contact: Sr. Carlos Fonseca,  
Import Contact  
Product: frozen lobster, crab,  
shrimp, prawns

Frilopes  
Com. e Ind. de Produtos Alimentares  
Arm. 57, Docapesca Pedroucos  
1400, Lisboa,  
Portugal  
Tel: 01-3016475  
Fax: 01-3019241  
Contact: Sr. Fernando Lopes,  
Import Contact  
Product: frozen lobster, crab,  
shrimp, prawns, other specialty  
seafood products

IVQ  
Imp. e Vendas de Qualidade  
Rua de Pedroucos,  
#44/46  
1400, Lisboa  
Portugal  
Tel: 01-9831146  
Fax: 01-9833671  
Contact: Sr. Miguel Mascarenhas,  
Import Contact  
Product: frozen lobster, crab,  
shrimp, prawns, seafood, fish,  
crustaceans

Simplex  
Servicos Imp. e Exp. Lda  
Av. Antonio Augusto de Aguiar  
183, 3-E  
1200, Lisboa  
Portugal  
Tel: 01-3155757  
Fax: 01-525262  
Contact: Sr. Pedro Freitas,  
Import Contact  
Product: frozen lobster, frozen crab,  
frozen shrimp, frozen prawns, other  
frozen seafood products

Ancora Mar Mariscos Lda  
Pinhal da Gelfa  
4915, Vila Praia de Ancora  
Portugal  
Tel: 058-911547  
Fax: 058-951228  
Contact: Sr. Vasco Franco,  
Import Contact  
Product: live lobster, crab, fish,  
seafood

Frutos do Mar  
Ag. Doce  
Porto das Barcas  
2550, Lourinha  
Portugal  
Tel: 061-412774  
Fax: 061-41281  
Contact: Sr. Augusto Filipe,  
Import Contact  
Product: live lobster, crab, fish,  
seafood

**Marizado**  
 Soc. Fornecedora de Marisco  
 Armazem 28, rua Doca Delpent  
 2900, Setubal  
 Portugal  
 Fax: 065-39440  
 Contact: Sr. Candido Eufrazio,  
 Import Contact  
 Product: live lobster, crab

**Sociedade Comercial de Mariscos**  
 Lda  
 Porto da Areia  
 2520, Peniche  
 Portugal  
 Fax: 062-72462  
 Contact: Sr. Luis Garcia,  
 Import Contact  
 Product: live lobster, crab

**F.L. Martins Lda**  
 Av. Infante D. Henrique  
 Jardim do Tabaco  
 1100, Lisboa,  
 Portugal  
 Tel: 01-8881715  
 Fax: 01-8866076  
 Contact: Sr. Flavio Martins,  
 Import Contact  
 Product: live lobster, crab

**Mar Bravo**  
 Imp./Exp. de Peixe e Mariscos Ltda  
 Largo de S. Paulo, 11  
 2520, Peniche,  
 Portugal  
 Tel: 062-784372  
 Fax: 062-789277  
 Contact: Sr. Joao Gaspar,  
 Import Contact  
 Product: live lobster, crab

**Romex Lda**  
 Rua Jose Florindo, 622,  
 r/c, Lj, Alto Pampilheira  
 2750, Cascais, Portugal  
 Tel: 01-4843090  
 Fax: 01-4843090  
 Contact: Sr. Jose Romeu,  
 Import Contact  
 Product: live lobster, crab

**Troiamarisco Lda**  
 Rua da Saude, 116  
 2900, Setubal  
 Portugal  
 Tel: 065-35426/526079  
 Fax: 065-25809/533809  
 Contact: Sr. Americo Maio,  
 General Manager  
 Product: live lobster, crab

**A.D. Oliveira Magalhaes Exportadora**  
 SA  
 Rua Santos Pousada, 113, 2  
 4000, Porto,  
 Portugal  
 Tel: 02-575766  
 Fax: 02-572028  
 Contact: Sr. Antonio Magalhaes,  
 Import Contact  
 Product: wet salt cod

**Centralcod**  
 Com. Dist. Prod. Alimentares  
 Rua de Belem, 16  
 1300, Lisboa,  
 Portugal  
 Tel: 01-3649029  
 Fax: 01-3633358  
 Contact: F.J. da Silva Fragata,  
 Import Contact  
 Product: wet salt cod, frozen

**Guimaraes Cardoso & Ca.**  
 Rua Jose Monteiro Salazar, 104,  
 4100, Porta  
 Portugal  
 Tel: 02-6171952  
 Fax: 02-6102744  
 Contact: E. Taveira da Mota,  
 Import Contact  
 Product: wet salt cod

**Pascoal & Filhos**  
 Cais Bacalhoeiro,  
 Gafanha da Nazare  
 3830, Ilhavo, Portugal  
 Tel: 034-361678  
 Fax: 034-365892  
 Contact: A. Machado Paiao,  
 Import Contact  
 Product: wet salt cod, frozen

**Sinde & Monteiro Lda**  
 Al. Basilio Teles, 60  
 4100, Porto  
 Portugal  
 Tel: 02-6003661  
 Fax: 02-693464  
 Contact: Jaime F. Sinde Monteiro,  
 Import Contact  
 Product: wet salt cod, cod, salted,  
 dried, fish

**Tovimar**  
 Soc. Ind. Com. Prod. Alimentares  
 Lda  
 Casais Forno  
 2670, Loures  
 Portugal  
 Tel: 01-9863490  
 Fax: 01-9863317  
 Contact: V. M. Garcia Duarte,  
 Import Contact  
 Product: wet salt cod, frozen

**Cabral & Silveira Lda**  
 R. Alexandre Herculano, 26, 4  
 1200, Lisboa, Portugal  
 Tel: 01-3152076  
 Fax: 01-3152075  
 Contact: Paulo Belem Sena,  
 Import Contact  
 Product: wet salt cod, frozen

**Luis & Loureiro Lda**  
 Seca do Bolho  
 3830, Ilhavo,  
 Portugal  
 Tel: 034-322095  
 Fax: 02-9722815  
 Contact: Luis da Rocha Cruz  
 Product: wet salt cod

**Simoes & Sousa Lda**  
 Principal 55,  
 Quinta S. Joao das Areias-Camarate  
 2685, Sacavem,  
 Portugal  
 Tel: 01-9410127  
 Fax: 01-9413304  
 Contact: C. Marques da Costa,  
 Import Contact  
 Product: wet salt cod, frozen



TBC  
Transf. Bacalhau e Congelados Lda  
Av. dos Bacalhoeiros,  
185, Gafanha da Nazare  
3830, Ilhavo, Portugal  
Tel: 034-365884  
Fax: 034-365886  
Contact: Dr. Fernando Fragata  
Product: wet salt cod

A Ribeira Do Peixe  
Comercio de Peixe, Lda  
Av. Dos Bacalhoeiros, 120  
3830, Gafanha da Nazare  
Portugal  
Tel: 034-362977  
Fax: 034-362216  
Contact: Sr. Joao Ferreira  
Product: frozen cod

Pramesa  
Produtos Alimentares Lda  
Travessa Afonso de Albuquerque  
3830, Ilhavo  
Portugal  
Tel: 034-364078  
Fax: 034-364079  
Contact: Sr. Antonio C. Vieira Ribau  
Product: frozen cod

Comimba  
Comercio e Industria de Bacalhau  
Fundilhoes - Rosario  
2850, Moita,  
Portugal  
Tel: 2390961  
Fax: 2395712  
Contact: A.C. Marques, Costa  
Product: frozen cod

Riberalves  
Com. Produtos Alimentares  
Zona Industrial Cruz de Barro,  
Apartado 134  
2560, Torres Vedras  
Portugal  
Tel: 061-311294  
Fax: 061-311284  
Contact: Sr. Joao Alves  
Product: frozen cod

#### **CANADIAN EMBASSY**

Av. Da Liberdade 144/56-4,  
1200 Lisbon,  
Portugal  
Tel:(011-351-1) 347-4892/4896  
Fax:(011-351-1) 342-5628/347-6466  
Contact: Mr. Manuel J.D. Lima

## SPAIN

Spain is the European Community's largest consumer of fish products with a per capita consumption of over 31 kilograms per annum. Statistics released by the Spanish Ministry of Agriculture, Fisheries and Food indicate that in 1991, Spaniards consumed 880,324.5 pesetas per capita of fish products in their food purchases which represented 11.8% of total food purchases for the year.

Spain is a relatively stable and conservative market for imported seafood, but with a well established demand for a large variety of species and product forms. Spanish consumers are well served in all urban areas by numerous small retail fish stores as well as the traditional local markets (which house retailers of all types of fresh and frozen foods), and a comprehensive network of modern supermarket chains.

Fresh fish may be purchased through all of these outlets. Profound changes in consumption patterns have occurred in recent years and Spaniards are rapidly adopting the more varied eating habits and taste preferences evident in other western European countries. Increased living standards, combined with an increase in female participation in the workforce, has helped create a growing demand for new products and species, as well as greater demand for prepared and luxury seafood products.

As Spanish fishing fleets are forced to venture farther from home ports in search of viable fishing grounds, domestic processors are being pressured to accept a greater supply of frozen seafood products. As a result, a previous low demand for frozen seafood products in Spain is disappearing as more frozen product forms are gaining greater acceptance with Spanish consumers. An increased reliance on frozen seafood is creating new opportunities for many Canadian frozen export products. In addition, the ease of preparation for prepared and microwaveable seafood products is prompting many Spanish consumers to increase the use of value-added fisheries goods.

Cod and hake are two species which are in great demand in Spain, along with various species of pelagics and cephalopods. In addition to these species, products like flounder, plaice, squid, gooseneck barnacles, baby eels, monkfish tails, lobster, shrimp and salmon are also developing greater acceptance by consumers.

**AHUMADOS ARTESANOS**  
**MESTANZA**  
 C/Aguilafuente, 117  
 28039 Madrid,  
 Spain  
 Contact: Ana Maria S. Ribada,  
 Import Contact  
 Tel/Fax: (91) 883-2472  
 Product: eel, cod, roe, salmon

**AIMAR, S.A.**  
 Zona Portuaria, s/n  
 20110 Pasajes de San Pedro,  
 Guipuzcoa,  
 Spain  
 Contact: D.F. Gómez Frutos,  
 Import Contact  
 Tel: (943) 39-6540  
 Fax: (943) 39-2842  
 Product: frozen lobster, halibut

**ALFONSO GARCIA LOPEZ**  
 C/Poyo-La Seca  
 36994 Poyo,  
 Pontevedra  
 Spain  
 Contact: Rafael P. Giráldez,  
 Import Contact  
 Tel: (986) 77-0012  
 Fax: (986) 77-1359  
 Product: seafood, fish

**AQUARIUM ART**  
 C/Sepúlveda, 31-6º, 1ª  
 08015 Barcelona,  
 Spain  
 Contact: Sr. D. Salvador Chichiepsa,  
 Import Contact  
 Tel: (93) 771-7186  
 Fax: (93) 426-7029  
 Product: live lobster

**ARNOYA CONGELADOS, S.A.**  
 Polig. Ind. del Tambre  
 Santiago de Compostela,  
 La Coruña,  
 Spain  
 Contact: Sr. D. Alejandro Domingo,  
 Import Contact  
 Tel: (981) 58-1482  
 Fax: (981) 58-9265  
 Product: fresh, chilled, frozen, dried,  
 clams, eel, herring, tuna, squid, crab,  
 monkfish tails, haddock, smelt,  
 halibut, shrimp, flounder, pollock,  
 swordfish, lobster, plaice, octopus,  
 skate, turbot, salmon, cod, scallops,  
 other seafood products

**AUXILIAR CONSERVERA**

Avda. Orillamar, 6  
36208 Vigo,  
Pontevedra,  
Spain  
Contact: Sr. D. Carlos Alonso,  
Import Contact  
Tel:(986) 29-1858  
Fax:(986) 20-3097  
Product: tuna, squid, monkfish tails,  
haddock, rainbow smelt, halibut,  
swordfish, flounder, plaice, octopus,  
skate

**BACALAO SAMPER, S.A.**

Nuestra Sra. del Pilar, 7  
31620 Huarte-Pamplona,  
Navarra,  
Spain  
Contact: Sr. D. Gerard Negri,  
Import Contact  
Tel:(948) 33-0912  
Fax:(948) 33-1705  
Product: dry/wet salted cod

**BARCIPEIX, S.A.**

Cefrusa,  
2 Mercabarna  
08040 Barcelona,  
Spain  
Contact: Sr. D. Francisco Simó,  
Import Contact  
Tel:(93) 336-2013  
Fax:(93) 336-2106  
Product: clams, lobster, squid, smelt,  
monkfish tails, halibut, shrimp, cod  
roe, flounder, swordfish, plaice,  
octopus, turbot, salmon, surimi,  
scallops

**BENFUMAT, S.A.**

Polígono Industrial Multindus  
08980 San Feliu de Llobregat  
Barcelona,  
Spain  
Contact: Srta. Cristina Brosca,  
Import Contact  
Tel/Fax:(93) 666-7201  
Product: fresh/frozen salmon

**CADEMAR-CAMINO DEL MAR**

C/Zamora, 3  
28100 Alcobendas, Madrid  
Spain  
Contact: José Luis Durán,  
Import Contact  
Tel:(91) 661-1357  
Fax:(91) 661-1341  
Product: fresh, chilled, clams,  
lobster, canned crab meat,  
gooseneck barnacles, scallops

**CARLOS SOTO, S.A.**

C/Reconquista, 1  
36201 Vigo, Pontevedra  
Spain  
Contact: Sr. D. Carlos Soto,  
Import Contact  
Tel:(986) 43-3155  
Fax:(986) 43-4315  
Product: clams, squid, shrimp,  
swordfish, flounder, scallops

**CHINA ARTE, S.A.**

C/Gerona, 3  
28012 Madrid, Spain  
Contact: Sr. D. Manuel Choy  
Tel:(91) 366-6403  
Fax:(91) 364-0275  
Product: canned salmon

**CLAUDIO CABALEIRO VILLA.**

Almirante Felix Ozamiz, 30  
36940 Cangas, Pontevedra  
Spain  
Contact: Claudio C. Villanueva  
Tel:(986) 31-0366  
Fax:(986) 31-0372

**CLAVO CONGELADOS, S.A.**

Apartado 35  
36650 Caldas de Reyes, Pontevedra,  
Spain  
Contact: Nicolás L. de la Torre,  
Import Contact  
Tel:(98) 654-0111  
Fax:(98) 654-1261  
Product: tuna, cod, squid, halibut,  
shrimp

**COBAMAR, S.A.**

Elbarrena, s/n  
20159 Zizurkil, Guipuzcoa  
Spain  
Contact: Sr.D. José T.R. Guzmán,  
Import Contact  
Tel:(943) 691-991  
Fax:(943) 693-578  
Product: fresh, chilled, frozen, clams,  
tuna, cod, squid, canned crab meat,  
monkfish tails, haddock, halibut,  
shrimp, flounder, swordfish, plaice,  
turbot, salmon, other seafood  
products

**COMERCIAL MARISQUERA  
CATALANA**

Floridablanca,  
146, 4 art.2.na  
08011 Barcelona  
Spain  
Contact: Sr.D. Salvador C. Vega,  
Import Contact  
Tel:(93) 325-1391  
Fax:(93) 426-7029  
Product: clams, periwinkles, lobster,  
shrimp, gooseneck barnacles,  
octopus, sea scallops

**COMPESCA, S.A.**

Calvo Sotelo, 19  
39002 Santander  
Spain  
Contact: Sr. D. Jamie Yilera,  
Import Contact  
Tel:(942) 212-362  
Fax:(942) 225-990  
Product: fresh, chilled, frozen, dried,  
clams, cod, lobster, squid, crab,  
monkfish tails, haddock, smelt,  
halibut, shrimp, roe, flounder,  
pollock, gooseneck barnacles,  
swordfish, scallops, shark, plaice,  
octopus, turbot, salmon, other  
seafood products

**CONGELADOS BALADO, S.A.**

Cánovas del Castillo, 10-1-0f.7  
36202 Vigo, Pontevedra  
Spain

Contact: Sr.D. Jesús R. Rodríguez,  
Import Contact

Tel:(986) 43-0422

Fax:(986) 43-73230

Product: fresh, chilled, tuna, frozen  
cod, halibut, swordfish, flounder,  
frozen salmon

**CONSERVACION DE ALIMENTOS,  
S.A.**

Muelle Este  
15006 La Coruña  
Spain

Contact: Sr. D. Manuel Vilela,  
Import Contact

Tel:(981) 29-3266

Fax:(981) 29-3133

Product: frozen cod, squid, shrimp,  
swordfish, flounder, plaice, octopus,  
fish, other seafoods

**DEVIMAR, S.A.**

Barranco San Pedro, s/n  
43895 La Ampolla,  
Tarragona  
Spain

Contact: Sr.D. Julián Albuja,  
Import Contact

Tel:(977) 46-0055

Fax:(977) 46-0505

Product: fresh, chilled, clams,  
periwinkles

**DOROTEO SANJUAN, S.A.**

Pol. Ind. Allendeduero,  
Segovia, s/n  
09400 Aranda de Duero, Burgos  
Spain

Contact: Sr. D. Javier Silva Criado,  
Import Contact

Tel:(947) 50-0500

Fax:(947) 50-5050

Product: cod, haddock, smelt, fish,  
seafood

**EL MARQUES DEL AMPURDAN**

Crtra. Nacional II, km. 758  
17740 Vilafant,  
Girona  
Spain

Contact: Sr. D. Luis Casademunt,  
Import Contact

Tel:(972) 673-039

Fax:(972) 673-202

Product: fresh, frozen, canned  
salmon, cod roe

**ESCURIS, S.A.**

Bayuca, s/n, aptdo. 10  
15940 Puebla d. Caramiñal, La  
Coruña, Spain

Contact: Sr.D. Luis E. Batalla,  
Import Contact

Tel/Fax:(981) 83-0100

Product: clams, tuna, cod, lobster,  
squid, monkfish tails, cod roe,  
gooseneck barnacles, flounder,  
octopus, skate, scallops

**FABRICANTES CONSERV.  
REUNIDOS**

Apdo. 664, 36200 Vigo, Pontevedra,  
Spain

Contact: D. José I. Madriñán,  
Import Contact

Tel:(986) 41-2611

Fax:(986) 42-4000

Product: clams, tuna, cod, squid,  
octopus, sea scallops

**FRIGORIFICOS BERBES, S.A.**

Avda. Orillamar, 73  
36202 Vigo, Pontevedra  
Spain

Contact: Sr. D. Miguel Cobas,  
Import Contact

Tel:(986) 29-7700

Fax:(986) 20-2818

Product: fresh, chilled, frozen, clams,  
cod, squid, crab, monkfish tails,  
halibut, cod roe, flounder, plaice,  
skate, turbot, frozen salmon, sea  
scallops

**FRIME, S.A.**

Mercat Cent. del Peix, cas. 80  
08040 Mercabarna, Barcelona  
Spain

Contact: Sr. D. Rafael García,  
Import Contact

Tel:(93) 785-0449

Fax:(93) 335-8198

Product: tuna, cod, squid, monkfish  
tails, halibut, shrimp, cod roe,  
swordfish, octopus

**FRINOVA, S.A.**

Polig. Ind. Las Gandaras-Parcela 9,  
36400 Porriño  
Pontevedra, Spain

Contact: Sr. Gómara,  
Import Contact

Tel:(986) 33-1401

Fax:(986) 33-2755

Product: fresh, chilled, frozen, tuna,  
cod, squid, haddock, smelt, shrimp,  
flounder, pollock, plaice, frozen  
salmon

**FRIO CONDAL, S.A.**

C/Foc, 69-73  
08004 Barcelona, Spain

Contact: Sr. D. José Manuel Múgica  
Tel:(93) 223-0162

Fax:(93) 223-2987

Product: frozen cod, lobster,  
monkfish tails, shrimp, halibut,  
swordfish

**GIL-DUÑO, S.A.**

C/Girona, 100-6º, 2ª  
08009 Barcelona, Spain

Contact: Sr.D. Josep-Lluis Gil  
Import Contact

Tel:(93) 207-0274

Fax:(93) 207-7960

Product: fresh, chilled, frozen, clams,  
cod, periwinkles, crab, monkfish  
tails, halibut, shrimp, flounder,  
gooseneck, plaice, barnacles,  
swordfish, octopus, turbot, salmon,  
surimi, shark, scallops



**GOLDEN FOODS, S.A.**

Campo Abajo, 2  
30565 Las Torres de Cotillas, Murcia,  
Spain

Contact: Sr.D. Fulgencio Cano,  
Import Contact

Tel:(968) 626-708

Fax:(968) 627-899

Product: fresh, chilled, frozen, clams,  
herring, tuna, cod, monkfish,  
periwinkles, lobster, squid, crab,  
monkfish tails, haddock, smelt,  
halibut, shrimp, roe, flounder,  
pollock, swordfish, plaice, octopus,  
skate, turbot, salmon, shark

**HISPAMAR**

C/Orense, 68-4

28020 Madrid

Spain

Contact: Sr. D. Andres Umbría

Tel:(91) 741-1141

Fax:(91) 320-4422

Product: fresh, chilled, frozen, cod,  
halibut, cod roe, swordfish, octopus,  
turbot

**HISPATRADE, S.A.**

Marqués, Riscal, 11 Dpdo. 4º

28010 Madrid, Madrid

Spain

Contact: Sr. D. Agustín Pérez

Tel:(91) 310-3924

Fax:(91) 310-2782

Product: cod, squid, crab, monkfish  
tails, shrimp, cod roe, swordfish,  
flounder, turbot, sea scallops

**IBERGALICIA, S.A.**

Santo Domingo,

6-entlo

36204 Vigo, Pontevedra

Spain

Contact: Sr. D. Manuel Castro,

Import Contact

Tel:(986) 47-2400

Fax:(986) 42-5705

Product: clams, frozen cod, halibut,  
swordfish

**IBERICA DE CONGELADOS**

Muelle Comercial de Bouzas

36208 Vigo,

Pontevedra

Spain

Contact: Sr. D. Roberto Orozco,

Import Contact

Tel:(986) 207-215

Fax:(986) 204-669

Product: fresh, chilled, frozen, squid,  
monkfish tails, shrimp, swordfish,  
flounder, plaice, groundfish, turbot,  
sea scallops

**IMPORTADORES ESPECIALIZADOS,**

S.A.

C/Labrador, 4, 28004 Madrid

Spain

Tel:(91) 467-6717

Fax:(91) 468-1730

Product: canned crab meat, canned  
salmon, other canned species,  
specialty products

**INTERALIMENT, S.A.**

C/Girona, 6-4

08400 Granollers,

Barcelona

Spain

Contact: Sra. D<sup>a</sup>. Victoria M. Sama,

Import Contact

Tel:(93) 879-6300

Fax:(93) 870-6900

Product: clams, lobster, monkfish  
tails, smelt, halibut

**J.S.V., S.A.**

Pol. Ind. Ascoy, s/n

30530 Cieza, Murcia

Spain

Contact: Sr.D. Jesús S. Barquero,

Import Contact

Tel:(968) 76-2145

Fax:(968) 76-2291

Product: fresh, frozen, dried, tuna,  
dry/wet salted cod, squid, monkfish  
tails, halibut, shrimp, swordfish,  
flounder, plaice, turbot, frozen  
salmon

**LA BALINESA, S.L.**

24796 La Antigua,

Leon

Spain

Contact: Sr. D. Jesús L. Velado,

Import Contact

Tel:(987) 666-442

Fax:(987) 666-422

Product: fresh/frozen salmon,  
seafood

**MANUEL BAREA, S.A.**

Rafael Beca Mateos, 20

Aptdo. 13.358,

41007 Sevilla

Spain

Contact: Sr. D. Manuel Barea,

Import Contact

Tel:(95) 451-8722

Fax:(91) 573-1036

Product: cod, lobster, squid,  
monkfish tails, haddock, cod roe,  
swordfish, octopus, shark

**MAREAS, S.A.**

Narvéez, 47-1D

28009 Madrid

Spain

Contact: Sr.D. Buenaventura

M. Lucas, Buyer

Tel:(91) 574-5935

Fax:(91) 573-1036

Product: fresh, chilled, frozen, clams,  
cod, frozen lobster, squid, monkfish  
tails, smelt, halibut, shrimp, pollock,  
swordfish, frozen salmon, sea  
scallops

**MARISCOS ARCADE, S.L.**

PQ Meira

36950 Moaña, Pontevedra

Spain

Contact: Sr. Cabaleiro,

Import Contact

Tel:(986) 31-0372

Fax:(986) 31-0372

Product: periwinkles, frozen lobster,  
fresh, frozen fish, seafood, shrimp,  
sea scallops

MARISCOS VEIRO, S.L.  
Coirón, 119  
36967 Dena-Meaño,  
Pontevedra,  
Spain  
Tel/Fax:(986) 743-540  
Product: clams

PASAPESCA, S.A.  
Polig. Ind. Pratense  
08820 El Prat de Llobregat,  
Barcelona  
Spain  
Contact: Sr.D. Pascual Martínez,  
Import Contact  
Tel:(93) 478-2848  
Fax:(93) 478-3673  
Product: fresh, chilled, cod, squid,  
monkfish tails, halibut, shrimp, cod  
roe, flounder, octopus, turbot,  
salmon, surimi

PESCABARNA, S.A.  
Urgel,  
240-250, 4°B-C  
08036 Barcelona  
Spain  
Contact: Sr.D. Julio C. Lopez,  
Import Contact  
Tel:(93) 410-0004  
Fax:(93) 410-6921  
Product: fresh, chilled, frozen, dried,  
cod, squid, monkfish tails, smelt,  
halibut, shrimp, skate

PESCADOS AMARO GONZALEZ,  
S.A.  
Puerto Pesquero, s/n  
03001 Alicante  
Spain  
Contact: Sr.D. Juan Manuel P. Tora,  
Import Contact  
Tel:(965) 92-0626  
Fax:(965) 92-5175  
Product: tuna, lobster, squid, shark,  
monkfish tails, smelt, shrimp, cod  
roe, swordfish, flounder, plaice,  
octopus, skate, turbot, salmon,  
scallops

PESCADOS VIDELA, S.A.  
Edif. Unifrisa  
08040 Mercabarna,  
Barcelona  
Spain  
Contact: Sra. D.<sup>a</sup> Montserrat Videla,  
Import Contact  
Tel:(93) 263-2790  
Fax:(93) 263-2171  
Product: fresh, chilled, dried, frozen,  
dried, clams, periwinkles, lobster,  
squid, crab, fish, seafood, monkfish  
tails, smelt, halibut, shrimp,  
gooseneck barnacles, octopus,  
surimi, shark, sea scallops, other  
seafood products

PESCAFINA, S.A.  
Paseo de Rosales, 38  
28008 Madrid  
Spain  
Contact: Sr. D. Rafael Marín,  
Import Contact  
Tel:(91) 542-2300  
Fax:(91) 247-4719  
Product: fresh, chilled, frozen, cod,  
squid, dried, monkfish tails, smelt,  
halibut, cod roe, swordfish, squid,  
flounder, dried fish, plaice, octopus,  
skate, frozen seafood, salmon, surimi  
products

PESCANORTE, S.A.  
C/Estacion, 28  
20160 Lasarte,  
Guipuzcoa  
Spain  
Contact: Sr. D. Francisco  
Javier Abad, Buyer  
Tel/Fax:(943) 36-1683  
Product: fresh, chilled, frozen, eel,  
dried eel, herring, tuna, cod, crab,  
lobster, squid, monkfish tails, smelt,  
haddock, halibut, shrimp, flounder,  
pollock, swordfish, plaice, octopus,  
skate, dried turbot, salmon, surimi,  
scallops

PIPLA, S.A.  
Aptdo. 49  
36600 Villagarcía Arosa,  
Pontevedra  
Spain  
Contact: Sr. D. Antonio Rey  
Tel:(986) 50-0245  
Fax:(986) 50-0292  
Product: clams

SABATE HIJOS, S.A.  
Mercado Central de Pescados,  
puestos 54-55  
08004 Barcelona  
Spain  
Contact: Sr. D. Juan Sabate  
Tel:(93) 336-7761  
Fax:(93) 336-7400  
Product: live lobster

SEAFOOD IMPORT, S.L.  
Edificio Bancos,  
of. 56-58  
08004 Barcelona, Spain  
Contact: Sr.D. Alonso Sanchez Mena  
Tel:(93) 335-8914  
Fax:(93) 263-2725  
Product: clams, tuna, cod, lobster,  
squid, crab, haddock, smelt, halibut,  
shrimp, roe, flounder, plaice,  
octopus

SERPESKA, S.A.  
Avda. de Andalucía, km. 11,300  
28021 Madrid, Spain  
Contact: Sr. D. Manuel Bejarano  
Zafra  
Tel:(91) 795-2211  
Fax:(91) 797-8377  
Product: tuna, cod, squid, monkfish  
tails, smelt, halibut, shrimp, flounder,  
gooseneck barnacles, swordfish,  
plaice, octopus, salmon

**SOCHAR, S.L.**

Apdo. 14

36620 Villaneuva de Arosa,  
Pontevedra, Spain

Contact: Carlos S. Miguens

Tel:(986) 56-1110

Fax:(986) 55-5190

Product: clams, tuna, cod, squid,  
periwinkles, lobster, crab, haddock,  
monkfish tails, cod roe, flounder,  
swordfish, gooseneck barnacles,  
turbot, octopus, frozen/fresh  
salmon, sea scallops**SOTOMAYOR BROKERS &****ASOCIADOS**

Coruña, 24 7-H

36211 Vigo, Pontevedra

Spain

Contact: José M. Sotomayor

Tel:(986) 211-114

Fax:(986) 210-359

Product: fresh, frozen, chilled, clams,  
eel, herring, tuna, cod, lobster,  
squid, canned crab meat, halibut,  
shrimp, fish, seafood, roe, swordfish,  
gooseneck barnacles**TALAFOD, S.L.**

Arrigunaga, 22-2º izq.

48990 Algorta-Getxo,

Vizcaya, Spain

Tel/Fax:(94) 469-5007

Product: dry/wet salted cod, frozen  
cod, Atlantic halibut**SOCIEDAD FRANCO ESPAÑOLA DE  
SALAZONES**

Barrio Mendelu, s/n

20280 Fuenterrabia, Guipuzcoa,  
Spain

Contact: María Asunción Tojal

Tel:(943) 641-004

Fax:(943) 642-324

Product: dry/wet salted cod

**SUPERMAR, S.A.**

Av. Pasajes de S. Pedro, 41

Aptdo. 1,

20110 Pasajes S. Pedro,

Guipuzcoa, Spain

Contact: D. Eusebio Lazcano

Tel:(943) 39-8846

Fax:(943) 39-8994

Product: dry/wet salted cod

**TICAS, INC.**

Pza. del Convento, 5,

despacho 3

03700 Denia, Alicante, Spain

Tel:(96) 642-1324

Fax:(96) 642-1353

Product: herring roe, cod roe

**VIVERO MIÑOTO**

Augusto G. Besada, 17-4B

36700 Tuy, Pontevedra, Spain

Tel:(986) 63-0450

Fax:(986) 63-0450

Product: clams, eel, periwinkles,  
crab, monkfish tails**CANADIAN EMBASSY**

35 Nunez de Balboa,

28001 Madrid,

Kingdom of Spain

Apartado 587,

Tel:(011-34-1) 431-4300

Fax:(011-34-1) 431-2367

Contact: Mr. Mike F. Crawcour

## SWEDEN

Sweden, with a population of 8.7 million and a land area of 411,000 sq. km, has a coastline of about 2,600 kms, of which most is adjacent to the Baltic Sea and the Gulf of Bothnia. Both contain brackish water, of which the salinity is so low that it limits the fauna to salmonidae, eels, some freshwater fish and sea species such as herring, cod and flatfish. The most important fisheries are the North Sea where larger vessels operate.

Annual landings are in the range of 250,000 tons plus some 2300 from inland waters and another 6500 tons from aquaculture (primarily rainbow trout, salmon and eel). In addition, there is also a rather important recreational fisheries sector. Sweden ranks number 48 among the world's fishing nations. It plays a dual role in international seafood trade as a fairly large exporter (40% of Sweden's catch is landed abroad, primarily in Denmark) and also an important market for foreign suppliers. Sweden's trade balance in seafood is negative.

In 1992 the value of exports totalled about Cdn\$ 140 million, whereas imports (often more value-added products) amounted to Cdn\$ 500 million. Swedish per capita consumption of seafood is very high, 29.9 kg, representing 17.4 kg of fresh and frozen seafood and 12.5 kg of processed and preserved.

Canadian fish and seafood products enjoy an excellent market locally in Sweden and there should be possibilities to capture further market shares for various products such as cooked frozen shrimp (*Pandalus Borealis*) shell-on and shell-off (total imports are in the range of Cdn\$3 million), Pacific Salmon (primarily Pink), frozen fillets of Greenland halibut, grey sole, pollock etc., live lobster, freshwater fish roe (frozen and/or cured), eel (frozen gutted), herring (barrelled cured-fillets cut vinegar cured).

### ABBA SWEDEN

P.O. Box 113  
S-456 81 Kungshamn,  
Sweden  
Tel: 523-390 00  
Fax: 523-379 65  
Product: fresh, chilled, cod roe,  
lumpfish roe, barrelled cured,  
herring, other seafood products, raw  
material

### AB LOBSTER

Flyginfarten 1  
S-175 38 Järfälla,  
Sweden  
Tel: 8-760 28 50  
Fax: 8-621 12 88  
Product: frozen shellfish

### AB SJ NORMAN

Importörv. 23,  
S-121 73 Johanneshov,  
Sweden  
Tel: 8-9100 90  
Fax: 8-919991  
Product: frozen fish, shellfish

### AQUA-MAT BJORN STRANDWITZ

AB  
Nya Allen 6B,  
S-411 38 Gothenburg,  
Sweden  
Tel: 31-132500  
Fax: 31-138535  
Product: frozen, canned, dried,  
cured seafood

### ARVID NORDQUIST HAB

Box 1285,  
S-171 25 Solna,  
Sweden  
Tel: 8-7991800  
Fax: 8-294162  
Product: frozen, processed

### ASTACUS SEAFOOD AB

Ringovagen 33,  
S-417 07 Gothenburg,  
Sweden  
Tel: 31-513155  
Fax: 31-229029  
Product: frozen fish & shellfish,  
seafood

### BJÖRK & MAGNUSSON AB

Tornbornav. 32  
S-253 68 Helsingborg  
Sweden  
Tel: 42-296050  
Fax: 42-296060  
Product: frozen fish & shellfish,  
seafood

### BO E. SJÖSTRÖM TRADING

Box 462  
S-123 04 Farsta 4,  
Sweden  
Tel: 8-93 15 16  
Fax: 8-93 15 16  
Product: frozen, canned, processed  
seafood

### DAGAB AB

Anderstorpssvagen 22  
S-171 78 Solna,  
Sweden  
Tel: 8-7344200  
Fax: 8-826405  
Product: frozen fish, processed  
shellfish



**EXCLUSIVE FOOD AB**

August Barks Gata 21  
S-421,  
32 V. Frölunda  
Sweden  
Tel: 31-471471  
Fax: 31-477407  
Product: seafood

**FELDT'S FISK & SKALDJUR**

Sandbogen  
S-456 31 Kungshamn  
Sweden  
Tel: 523-707 00  
Fax: 523-707 55  
Product: fish, frozen fish, frozen shellfish, other frozen seafood products

**FEST AB**

Box 23  
S-456 21 Kungshamn  
Sweden  
Tel: 523-32726  
Fax: 523-708 00  
Product: frozen shellfish, fresh and frozen salmon, lobster, crab, mussels, lumpfish roe

**FISCOMAR AB**

S. Kyrkog. 7  
S-251 14 Helsingborg  
Sweden  
Tel: 42-180100  
Fax: 42-187815  
Product: frozen seafood, fish, shellfish

**FISK I NORR AB**

Hammarv. 32  
S-943 36 Öjebyn  
Sweden  
Tel: 911-603 00  
Fax: 911-600 00  
Product: frozen Pacific salmon, IQF cooked shrimp shell-on, shell-off, fish, seafood

**FRIFOOD AB**

Box 5223  
S-402 24 Gothenburg,  
Sweden  
Tel: 31-359750  
Fax: 31-359755  
Product: fresh, frozen, seafood, fish, other products

**HAVSPRODUKTER-SEAFOOD**

Box 6115,  
S-600 06 Norrköping,  
Sweden  
Tel: 11-197490  
Fax: 11-168840  
Product: frozen seafood, frozen fish, frozen shellfish, other frozen seafood products

**HÅLLÖFISK AB**

S-450 43 Smögen  
Sweden  
Tel: 523-324 20  
Fax: 523-325 27  
Product: frozen shellfish, shellfish meat

**ICA PARTIHANDEL**

Buying Division  
Overseas Products  
Box 888,  
S-161 24 Bromma,  
Sweden  
Tel: 8-7997000  
Fax: 8-285732  
Product: frozen and processed seafood

**JO FOOD AB**

Box 8959,  
S-402 74 Gothenburg,  
Sweden  
Fax: 31-232467  
Tel: 31-235055  
Product: frozen fillets, frozen halibut, frozen, lobster, frozen shrimp, other seafood products

**LGB-SEAFOOD AB**

BOX 47003  
S-100 74 Stockholm,  
Sweden  
Tel: 8-185300  
Fax: 8-7445950  
Product: frozen fish and shellfish

**MALINS FISK AB**

Fiskhammsg.,  
S-414 58 Gothenburg,  
Sweden  
Tel: 31-427150  
Fax: 31-129750  
Product: frozen fish and shellfish, live lobster, processed seafood products, value-added

**OLOFSSON & ANLSTROM FISK AB**

Fiskhammsg.,  
S-414 58 Gothenburg,  
Sweden  
Tel: 31-129610  
Fax: 31-425955  
Product: fresh and frozen seafood

**SANNAS RAKOR AB**

S-457 00 Tanumshede,  
Sweden  
Tel: 525-22165  
Fax: 525-22535  
Product: IQF cooked shrimp, shell-off, shell-on

**SEA COLD FOOD AB**

Hallmästar. 2-8  
S-121 62 Johanneshov  
Sweden  
Tel: 8-399500  
Fax: 8-390035  
Product: frozen seafood, fish & shellfish

**SEAFOOD HOUSE AB**

Grosshandlarv. 1  
S-121 73 Johanneshov,  
Sweden  
Tel:8-7223080  
Fax:8-912737  
Product:Frozen shellfish & fish

**SKANDIAKONSERV AB**

Box 14,  
S-453 00 Lysekil,  
Sweden  
Tel:523-13000  
Fax:523-11308  
Product: fish, seafood

**UHLÉN & NORD AB**

Brunnbyvagen 20,  
S-121 73 Johanneshov,  
Sweden  
Tel: 8-910430  
Fax:8-918022  
Product: frozen fish, processed  
shellfish, other seafood products

**SEJRBO & SON AB**

2359 Dymollan  
S-264 00 Klippan,  
Sweden  
Tel:435-15201  
Fax:435-18400  
Product: frozen eel

**SMÖGENS KONSERVFABRIK**

Mästarv. 8  
S-695 41 Strängnäs  
Sweden  
Tel: 152-160 70  
Fax: 152-101 95  
Product: frozen shellfish

**CANADIAN EMBASSY**

Tegelbacken 4, 7th Floor,  
S-103 23 Stockholm,  
Kingdom of Sweden  
P.O. Box 16129,  
Tel:(011-46-8) 613-9900  
Fax:(011-46-8) 24-24-91  
Contact: Mrs. Ulla Hansson

## SWITZERLAND

The territory of Switzerland and the Principality of Liechtenstein largely depend on fish imports as local production only covers about 9% of total consumption. The per capita consumption of fish, crustaceans and molluscs amounts to approximately 7.7 kilograms per year. Total imports of fish including canned and processed fish in 1992 were 49,068 metric tons, a 3 % decrease as against 1991. Imports from Canada in 1992 amounted to 2,289 metric tons or 13% less than in 1991.

Despite heavy competition from European (particularly Scandinavian) and overseas countries, good prospects continue to exist for the following species; Canadian pacific and Atlantic frozen salmon both wild and farmed, frozen and fresh fillets of yellow perch, live and frozen lobster, canned and frozen shrimps, canned salmon and frozen cod. Other species like walleye-pickrel, pike etc. are known here but imported quantities are still very small.

CASIC  
Purchasing organization for  
comestibles  
Münchensteinerstr. 83  
CH-4002 Basel  
Switzerland  
Tel:(61) 331 27 27  
Fax:(61) 331 26 12  
Contact: Ms. Claudine Grollimund  
Product: Perch, Pike, Perch-pike  
fillets (fresh and frozen), Salmon  
(frozen), Cocktail Shrimp, Other  
Seafood Products, Alaska King Crab  
Meat, Lobster, Cod

Federation of Migros Cooperatives  
Limmatstrasse 152  
CH-8005 Zurich  
Switzerland  
Tel:(1) 277 24 35  
Fax:(1) 277 25 25  
Contact: Mr. H. Heizelmann  
Product: Fresh, Frozen, Fish, Cod,  
Salmon, Shrimp, Halibut, Perch  
Fillets, Lobster, Other Seafood  
Products

Stadel-Fischimport  
Inh. Wohlwender & Siegrist  
Wallstr. 11  
CH-4002 Basel  
Switzerland  
Tel:(61) 272 25 15  
Fax:(61) 272 25 20  
Contact: Mr. Othmar Wohlwender  
Product: Perch Fillets (fresh/frozen),  
Salmon (frozen), Shrimp, Ocean  
Perch (frozen)

Movenpick Produktions AG  
Zurichstrasse 77  
CH-8134 Adliswil, Switzerland  
Tel:(1) 712 22 22  
Fax:(1) 710 14 41  
Contact: Mr. Ernest Bohl  
Product: Salmon

TOP COQ S.A.  
Neudorfstr. 90  
CH-4002 Basel, Switzerland  
Tel:(61) 322 18 88  
Fax:(61) 322 88 37  
Contact: Mr. Walter Herrlich  
Product: Perch Fillets (fresh/frozen),  
Salmon, Cocktail Shrimp

MEP SA  
P.O. Box 21  
CH-1267 Coinsins/VD  
Switzerland  
Tel:(22) 364 05 05  
Fax:(22) 364 08 08  
Contact: Mr. Marcel Perrenoud  
Product: Shrimp, Perch Fillets,  
Salmon

Frionor AG  
Peter Merian-  
Strasse 45  
CH-4002 Basel  
Switzerland  
Tel:(61) 271 28 30  
Fax:(61) 272 18 36  
Contact: Mr. Max Schmid,  
Import Contact  
Product: Perch, River Perch, Shrimp,  
Fresh, Frozen, Seafood, Fish

Dyhrberg AG  
Solothurnerstrasse 40  
CH-4710 Klus/Balsthal  
Switzerland  
Tel:(62) 71 40 71  
Fax:(62) 71 37 75  
Contact: Mr. L. Belser  
Product: Salmon, Eel, Seafood

Delfish AG  
Hauptstrasse  
CH-9556 Affeltrangen, Switzerland  
Tel:(73) 45 14 77  
Fax:(73) 45 15 54  
Contact: Mr. J. Knellwolf  
Product: Salmon

Indu-Farm AG  
Parkweg 35, P.O. Box 3356  
CH-4002 Basel, Switzerland  
Tel:(61) 272 95 08  
Fax:(61) 292 95 67  
Contact: Mr. P.O. Fehlmann  
Product: Perch Fillets (frozen), Pike  
Fillets, Walleye Fillets, Arctic Char  
Steaks, Fillets

Corema Frozen Seafoods S.A.  
56, route de Satigny, case post. 46  
CH-1242 Satigny-Geneva, Switzerland  
Tel:(22) 785 55 33  
Fax:(22) 785 55 59  
Contact: Edmond E. Montan  
Product: Shrimp, Greenland Turbot,  
Ocean Perch, Cod Fillets, Snow  
Crab, Cooked Lobsters, Perch and  
Perch File, Northern Pike and Fillets,  
Sauger Fillets, Walleye

Connessa S.A.  
Laufenstrasse 12  
CH-4053 Basel  
Switzerland  
Tel:(61) 331 68 68  
Fax:(61) 331 14 53  
Contact: Mr. Fritz Paul  
Product: Live Lobster, White Perch  
Filets

Siber Hegner Raw Materials  
Produce Dept.  
Wiesenstr. 8  
CH-8022 Zurich  
Switzerland  
Tel:(1) 386 73 20  
Fax:(1) 383 16 63  
Contact: Mr. Alfred Blattman  
Product: Perch, Pickerel

Mulhaupt Comestibles  
ch. des Planchettes 5  
CH-1032 Romanel, s/Lausanne  
Switzerland  
Tel:(21) 731 43 43  
Fax:(21) 731 43 58  
Contact: Max & Jean Mulhaupt  
Product: White Halibut (fresh)

Pizoler Spezialitäten  
Im Tiefriet  
CH-7320 Sargans  
Switzerland  
Tel:(81) 723 01 61  
Fax:(81) 723 27 18  
Contact: Mr. E. Ospelt Hafner,  
Import Contact  
Product: Salmon

Bonfrais Bongel S.A.  
route des Acacias 36  
CH-1227 Carouge /GE  
Switzerland  
Tel:(22) 342 22 44  
Fax:(22) 300 12 77  
Contact: A. Crausal,  
Import Contact  
Product: Perch Filets, Shrimp,  
Salmon, Lobster

Lobstair AG  
Langwattstr. 27  
CH-8125 Zollikerberg, Switzerland  
Tel:(1) 391 91 60  
Fax:(1) 391 27 96  
Contact: Mr. Claude Haari  
Product: Live Lobster, Other  
Seafood Products

Gottfr. Hirtz AG  
Food Imports, Im Schossacker 9  
CH-8600 Dubendorf, Switzerland  
Tel:(1) 821 12 21  
Fax:(1) 821 12 90  
Contact: Beat Hirtz  
Product: Fresh, Frozen, Fish,  
Seafood, Canned Lobster, Crabmeat:  
King, Queen and Snowcrab, Other  
Crustacean Products

Gustav Gerig AG  
Hardturmstrasse 169  
CH-8005 Zurich, Switzerland  
Tel:(1) 271 32 40  
Fax:(1) 271 30 14  
Contact: Mr. Peter Baldinger  
Product: Canned Lobster, Shrimp,  
Prawns, Fish, Seafood

CIDIAL S.A.  
Av.Adrien-Jeandin 31  
CH-1226 Genève-Thônex  
Switzerland  
Tel:(22) 349 13 00  
Fax:(22) 349 13 50  
Contact: Felix Länzlinger,  
Import Contact  
Product: Variety of Seafood fresh,  
frozen, smoked

Mr. A. Mittler  
Hallenstr. 10  
CH-4104 Oberwil,  
Switzerland  
Tel:(61) 401 14 90  
Fax:(61) 401 14 93  
Contact: Mr. A. Mittler,  
Owner & Import Contact  
Product: Perch Filets

COOP SCHWEIZ  
Thiersteinallee 14  
CH-4056 Basel  
Switzerland  
Tel:(61) 336 66 66  
Fax:(61) 336 60 40  
Contact: Mr. Hans Sutter  
Product: Salmon

Gefluegel- & Wildimport AG  
Neudorfstr. 90  
CH-4056 Basel  
Switzerland  
Tel:(61) 322 44 11  
Fax:(61) 322 55 51  
Contact: Mr. J.A. Frei  
Product: Fresh, Frozen, Salmon,  
Grey Sole Filets, Perch Filets

Magazine zum Globus  
Eichstrasse 27  
CH-8045 Zurich  
Switzerland  
Tel:(1) 455 21 11  
Fax:(1) 463 35 02  
Contact: Mr. F. Wey  
Product: Seafood, Fish, Other  
Products

Covin AG  
Hardturmstrasse 821  
CH-8037 Zurich,  
Switzerland  
Tel:(1) 271 31 21  
Fax:(1) 272 90 60  
Contact: Benito Barrientos  
Product: Frozen Perch, Giant  
Shrimp, Tuna, Cod Fish

Brasilona S.A.  
rue du Chable-Bet 12  
CH-1920 Martigny  
Switzerland  
Tel:(26) 23 13 33  
Fax:(26) 23 13 55  
Contact: Mr. Kurt Schaerer  
Product: Yellow Lake Perch, IQF  
filets (skin on), Cod, Flounder,  
Greysole, Shrimp, Greenland Turbot,  
Salmon



SWISSAIR  
SCWO - Purchasing  
CH-8058 Zurich, Switzerland  
Tel:(1) 812 12 12/812 61 47  
Fax:(1) 810 82 48  
Contact: Fernand Steiner  
Product: Salmon Fillets

Pierrot-Friola S.A.  
Société de distribution  
Forelstr. 1 - 3  
CH-3072 Ostermündingen  
Switzerland  
Tel:(31) 930 31 11  
Fax:(31) 930 31 50  
Contact: Franz Hadorn  
Product: Perch Fillets (frozen)

Frisco-Findus AG  
CH-9400 Rorschach, Switzerland  
Tel:(71) 40 11 55  
Fax:(71) 41 28 59  
Contact: Mr. Felix Graf  
Product: Cod, Alaska Pollock, Hake,  
Processed Blocks

Hugo Dubno AG  
Hardturmstr. 169  
CH-8005 Zurich  
Switzerland  
Tel:(1) 271 48 77  
Fax:(1) 271 92 90  
Contact: Mr. Guido Meier  
Product: Salmon (fresh, frozen and  
smoked)

Prodial S.A.  
rue Peillonex 31  
CH-1225 Chêne-Bourg  
Switzerland  
Tel:(41-22) 348 81 38  
Fax:(41-22) 348 83 13  
Contact: Mr. Roger Sitbon  
Product: Salmon

Orca Import-Export  
Chemin Dauphine 45  
CH-1291 Commugny  
Switzerland  
Tel:(41-22) 776 02 10  
Fax:(41-22) 776 02 13  
Contact: Mr. P. Groenendijk  
Product: Perch, Frozen Lobster

Delitrade S.A. (Fideco)  
Länggasse 255  
CH-3280 Murten, Switzerland  
Tel:(37) 72 21 85  
Fax:(37) 72 21 01  
Contact: Mr. Roland Stoller  
Product: Perch Fillets, Salmon

Michel Comestibles AG  
Staettlzentrum Unterseen  
CH-3800 Interlaken, Switzerland  
Tel:(36) 22 12 12  
Fax:(36) 23 21 58  
Contact: Mr. Arne van Grondel  
Product: Fresh and Frozen Fish, Fish  
Product, Lobster, Clam, Cod, Shrimp

Kingstar AG  
Gewerberheinlehne  
CH-4133 Schweizerhalle  
Switzerland  
Tel:(61) 821 02 02  
Fax:(61) 821 04 23  
Product: Fresh, Frozen Pacific  
Salmon, Fresh Wild Salmon

Import & Trade with Seafood  
Schurbachstr 10a  
CH-8134 Adliswil  
Switzerland  
Tel:(1) 710 88 74  
Fax:(1) 710 79 88  
Contact: Hermann Oeschger  
Product: Yellow Lake Perch,  
Seafood

Traitafina AG  
CH-5600 Lenzburg  
Switzerland  
Tel:(64) 59 21 21  
Fax:(64) 59 22 51  
Contact: Mr. Heinz Stämpfli  
Product: Frozen Yellow Lake Perch  
Fillets, Frozen Pickerel

Staire Corp  
Weberstrasse 8  
8800 Thalwil,  
Switzerland  
Tel:(1) 722 18 70  
Fax:(1) 722 18 70  
Contact: Mr. John O Styffe  
Product: Seafood

Vancouver-Wildlachs  
Hochfeldstrasse 32  
CH-3012 Bern, Switzerland  
Tel:(31) 24 12 07  
Contact: P. Skubican-Sterchi  
Product: Salmon (fresh, frozen and  
smoked), Sockeye-Roe

Marchandisage Market  
case postale 53  
CH-1241 Puplinge/GE  
Switzerland  
Tel:(22) 349 67 14  
Fax:(22) 349 61 75  
Contact: F. Rampony  
Product: Seafood, Salmon, Tunny,  
Sole, Cod

Morlend Trading Ltd  
Via Pioda 12, P.O. Box 3133  
CH-6901 Lugano, Switzerland  
Tel:(91) 23 37 14  
Fax:(91) 22 73 78  
Contact: Alfred A. Riebenfeld  
Product: Seafood

Grand Comestibles  
rue Caroline 20  
1227 Carouge /GE  
Switzerland  
Tel:(22) 342 57 40  
Fax:(22) 343 40 82  
Contact: Marco Mermoux  
Product: Lobster, Fresh Fish

Doerig & Brandl  
Gaswek Areal, Ballonstr. 24  
CH-8952 Schlieren  
Switzerland  
Tel:(1) 730 52 53  
Fax:(1) 730 64 51  
Contact: Mr. Hunziker  
Product: Live Lobster

G. Bianchi AG  
Comestibles, Marktgassee 3  
CH-8001 Zurich,  
Switzerland  
Tel:(41-1) 261 70 90  
Fax:(41-1) 262 26 68  
Contact: Mr. G. Bianchi,  
Import Contact  
Product: Live Lobster, Fish

Progin Poissons S.A.  
 Fbg de l'Hôpital 36  
 CH-2000 Neuchâtel  
 Switzerland  
 Tel:(41-38) 31 60 16/25 17 75  
 Fax:(41-31) 31 60 16  
 Contact: Mr. J. Progin  
 Product: Perch (whole), Fillets

Stutzer & Co  
 Seminarstrasse 28  
 CH-8048 Zurich, Switzerland  
 Tel:(1) 361 46 77  
 Fax:(1) 363 00 95  
 Contact: Mr. Jakob Mock  
 Product: Frozen Seafood

Hans Fricker & Co  
 Herrengütlistrasse 25  
 P.O. Box  
 CH-8304 Wallisellen  
 Switzerland  
 Tel:(1) 830 56 26  
 Fax:(1) 830 59 29  
 Contact: Mr. Franz Fricker  
 Product: Smoked Salmon, Caviar,  
 Fish Roe

Eagelet Corporation Ltd  
 Nauenstrasse 65, P.O. Box  
 CH-4002 Basel, Switzerland  
 Tel:(61) 272 53 55  
 Fax:(61) 272 53 77  
 Contact: Mr. Früh  
 Product: Smoked Salmon, Fish Roe,  
 Seafood

Zimmermann AG  
 P.O. Box 340, Pâquiers 22  
 CH-2072 St-Blaise  
 Switzerland  
 Tel:(38) 33 88 08  
 Fax:(38) 33 39 36  
 Product: Salmon, Perch, Lobster,  
 Salt Fish, Blue-shark, Crab,  
 Sauger/Canadian Pike

**CANADIAN EMBASSY**  
 Kirchenfeldstrasse 88,  
 CH-3005 Berne,  
 Switzerland  
 Tel:(011-41-31) 352-63-81  
 Fax:(011-41-31) 352-73-15  
 Contact: J. E. Schwartzburg

## UNITED KINGDOM

Britain is an active and mature market for seafood products, but a rewarding market for those Canadian firms who are competitive and persistent in approaching the market with a view towards the long-term. Over half of the fresh and frozen fish reaching the consumer market in the U.K. does so through retail sales, with the balance used by the foodservice sector. As with other food sales, the retail sector is becoming increasingly dominated by supermarkets, referred to as multiple retailers. However, traditional fishmongers still play a very important role in wet fish sales. Supermarkets provide for over half the trade in frozen fish, with freezer centres taking slightly less than 20%. For fresh fish, fishmongers have close to half the trade and supermarkets about one-quarter, with all other users providing the remaining 25% demand. There are five major supermarket groups: Sainsbury, Tesco, Asda, Gateway and the Argyll group which incorporates Safeway. Supermarkets represent very powerful buyers as they account for over 80% of all food expenditures in the United Kingdom. Purchasing is handled centrally, thus making it difficult for firms other than large suppliers to service their requirements directly.

In addition to dockside wholesale fish markets, there are inland fish markets with the most notable being Billingsgate in London. Independent retailers such as fishmongers, proprietors of market stalls, and mobile sales vans, all purchase directly from local markets, but the supermarkets do so only to a limited extent. Restaurants are the other main customers of wholesale markets, especially Billingsgate. However, there are a number of specialty companies based outside the markets who deliver fresh and frozen fish to foodservice outlets. Higher prices may sometimes be obtained by exporters by selling to these specialty firms rather than through intermediary fish traders. At all ends of the market, tastes remain loyal to traditional species like cod, haddock, sole and plaice, but, there is a growing willingness to consume a greater variety of seafood species. Due to increases in price for traditional species, international travel and foreign influences generally, there is a more diversified approach to seafood preparation in the home. These trends are also noticeable throughout the restaurant trade, especially in the more affluent southern and eastern areas of the United Kingdom. Consumers are offered a wide selection of imported seafood species in restaurants and this has influenced demand for imported products.

Birds Eye Walls Ltd  
Station Avenue  
Walton-on-Thames  
Surrey KT12 1NT, U.K.  
Tel:(0932) 228 888  
Fax:(0932) 263 608  
Contact: G Zurlutter  
Product: frozen cod

Marine Fisheries Ltd  
South Esplanade West  
Aberdeen, Scotland AB1 3AA  
United Kingdom  
Tel:(0224) 875 803  
Fax:(0224) 898 807  
Contact: A Main  
Product: frozen haddock, frozen cod

Pacitti Marketing  
17 Palmerston Road  
Aberdeen AB1 2QP  
United Kingdom  
Tel:(0224) 575 252  
Fax:(0224) 574 405  
Contact: D Pacitti  
Product: frozen cod, fish, seafood

Icelandic Freezing Plants Ltd  
Estate Road No 2  
S. Humberside Indust. Estate  
Grimsby, U.K.  
South Humberside DN31 2TG  
Tel:(0472) 344 181  
Fax:(0472) 356 036  
Product: frozen cod

Faroe Seafood Comapny Limited  
Estate Road 5  
South Humberside Ind., Grimsby  
South Humberside DN31 2TG  
United Kingdom  
Tel:(0472) 361 251  
Fax:(0472) 355 368  
Contact: P Tappin  
Product: frozen cod, fish, seafood

Macfish Ltd  
Watermill Road, Fraserburgh  
Aberdeenshire AB43 5HE  
United Kingdom  
Tel:(0346) 513741  
Fax:(0346) 515902  
Contact: A Robertson  
Product: herring, cod, haddock

Freebooter Seafoods Ltd  
Gothernburay Way  
Sutton Fields Industrial Estate  
Kingston-upon-Hull,  
United Kingdom  
North Humberside HU8 0YJ  
Tel:(0482) 831 176  
Fax:(0482) 878 333  
Product: frozen cod

Nor-Sea Foods Ltd  
Broadfold Road, Bridge of Don  
Aberdeen, Scotland AB2 8EE  
United Kingdom  
Tel:(0224) 703 222  
Fax:(0224) 822 802  
Contact: John Kelly  
Product: frozen cod, frozen herring

Crown Seafoods  
Auckland Road, Fish Docks,  
Grimsby  
South Humberside DN31 3RP  
United Kingdom  
Tel:(0472) 250244  
Fax:(0472) 250219  
Contact: T Hogg  
Product: frozen white fish

McPhee Ltd  
Stand 21/26, Fishmarket  
Blochairn Road  
Glasgow G21 2DX, United Kingdom  
Tel:(041) 952 6910  
Fax:(041) 952 1941  
Product: all white fish

Connors Seafoods Ltd  
Boddam, Peterhead  
Aberdeenshire AB42 7AU  
United Kingdom  
Tel:(0779) 478991  
Fax:(0779) 471014  
Contact: A Scatterty  
Product: frozen white fish

F Smales & Son Merchants  
West Dock Street  
Hull HU3 4HL,, United Kingdom  
Tel:(0482) 24997  
Fax:(0482) 23765  
Contact: Colin Smales  
Product: fresh/frozen fish

Tom Darwood Ltd  
Steven House, Cross Street  
Fish Docks, Grimsby  
South Humberside, United Kingdom  
Tel:(0472) 356711/349939  
Fax:(0472) 240941  
Contact: Tom Darwood  
Product: frozen plaice, frozen cod,  
frozen haddock

West Country Seafoods  
No 3 Depot, Novacold Ltd  
Estover Road, Plymouth  
Devon, United Kingdom  
Tel:(0752) 785515/6/7  
Fax:(0752) 785518  
Contact: David Kinver  
Product: salmon, cod, codtails,  
shrimp

Simson's Fisheries  
Imperial House, Redlands  
Coulsdon, Surrey CR5 2HT  
United Kingdom  
Tel:(081) 668 0931  
Fax:(081) 668 2396  
Contact: Tim Lucas  
Product: live scallops, live lobster

Wirral Seafoods  
15-21 Cathcart Street  
Birkenhead  
Merseyside L41 3NF  
United Kingdom  
Tel:(051) 647 8482  
Fax:(051) 666 1672  
Contact: Colin McDonald  
Product: welks, other shellfish

Buckingham & Lloyd's Ltd  
91 Old Brompton Road  
London SW7 3LD, United Kingdom  
Tel:(071) 581 5375  
Fax:(071) 584 1033  
Contact: Micky Jacobs  
Product: live scallops, frozen

Champion Seafoods Ltd  
Elizabeth House, 20 School R  
Tilehurst, Reading  
Berks RG3 5AL, United Kingdom  
Tel:(0734) 451563  
Fax:(0734) 451548  
Contact: Chris Champion  
Product: scallops

Anchor Seafoods Ltd  
Devonshire House, Handcross  
West Sussex RH17 6BJ  
United Kingdom  
Tel:(0444) 400 363  
Fax:(0444) 400 949  
Contact: Edwin Young  
Product: shellfish, herring milts

John West Foods Ltd  
West House, Bixteth Street  
Liverpool L3 9SR, United Kingdom  
Tel:(051) 236 8771  
Fax:(051) 236 5465  
Contact: Graham Bell  
Product: canned salmon, herring,  
crab, sardines

Wm. Morrison Supermarkets  
Wakefield 41 Industrial Park  
Wakefield  
West Yorkshire WF2 0XF  
United Kingdom  
Tel:(0924) 821 218  
Fax:(0924) 821 250/60  
Product: canned salmon

Stevens & Brotherton Ltd  
S & B House, 2 Vincent Close  
Knoll Rise, Orpington  
Kent BR6 0XG  
United Kingdom  
Tel:(0689) 877799  
Fax:(0689) 890790  
Contact: Paddy Hoban  
Product: canned salmon

Princes Foods Ltd  
Royal Liver Building  
Pier Head, Liverpool L3 1NX  
United Kingdom  
Tel:(051) 236 9282  
Fax:(051) 236 1057  
Contact: N J Spruyt  
Product: salmon, lobster

Marks & Spencer Plc  
Michael House, Baker Street  
London W1A 1DN  
United Kingdom  
Tel:(071) 935 4422  
Fax:(071) 268 2703  
Contact: Jill Bruce/Philip Kent  
Product: canned salmon

Hollis Mercantile  
Old Rectory, Muckingwhard R  
Mucking, Stanford Le Hope  
Essex SS17 0RN, United Kingdom  
Tel:(0375) 361 999  
Fax:(0375) 360 761  
Contact: B Hollis  
Product: canned fish

Sainsbury's Plc  
Stamford House, Stamford St.  
London SE1 9LL, United Kingdom  
Tel:(071) 921 6000  
Fax:(071) 921 6462  
Contact: Gareth Davies  
Product: canned salmon

Safeway Plc  
6 Millington Road  
Hayes, Middlesex UB3 4AY  
United Kingdom  
Tel:(081) 848 8744  
Fax:(081) 573 1865  
Contact: Jim Waller  
Product: canned salmon



Asda Stores Ltd  
Asda House, Southbank  
Great Wilson Street  
Leeds LS11 5AD  
United Kingdom  
Tel:(0532) 435 435  
Fax:(0532) 418 666  
Product: canned fish

Tesco Stores Ltd  
Tesco House, Delamare Road  
Cheshunt, Waltham Cross  
Herts EN8 9SL  
United Kingdom  
Tel:(0992) 632222  
Fax:(0992) 644894  
Contact: David Simons  
Product: canned fish

Scp-Fro  
Merchants House, 30 George Square  
Glasgow G2 1EG, United Kingdom  
Tel:(041) 248 7717  
Fax:(041) 221 7524  
Contact: Sonja Stewart  
Product: canned salmon

John Kelly (Fish Curers) Ltd  
Newhaven Place, Edinburgh,  
Scotland EH6 4LX, United Kingdom  
Tel:(031) 552 4222  
Fax:(031) 551 3152  
Contact: Tom Kelly  
Product: herring milts, herring

G S Ballard & Sons  
George St East, North Shields  
Tyne & Weir, United Kingdom  
Tel:(091) 257 0009  
Fax:(091) 257 2898  
Contact: Keith Johnson  
Product: herring, herring products,  
mackerel

Neptune (Fish Export) Ltd  
North Esplanade East  
Aberdeen,  
Scotland AB1 2Qy  
United Kingdom  
Tel:(0224) 211 777  
Fax:(0224) 211 668  
Contact: Ian McFadden  
Product: herring

C M Roach Ltd  
74/76 English Street  
Hull, North Humberside  
United Kingdom  
Tel:(0482) 24511  
Fax:(0482) 20554  
Product: halibut, herring, herring  
products, salmon

Shellfresh Seafoods  
Watling Street  
Nr. Hinkley, Leics  
United Kingdom  
Tel:(0445) 632 481  
Fax:(0445) 250 861  
Contact: David Freeman  
Product: live lobster

Ramus Seafoods  
Ocean House  
Kings Road, Harrogate  
Yorks. HG1 9XX, United Kingdom  
Tel:(0423) 563 271  
Fax:(0423) 531 040  
Contact: Chris Ramus  
Product: specialty seafoods

Leathams Larder  
Leathams Larder Ltd  
1 Bethwin Road, Camberwell  
London SE5 0YJ, United Kingdom  
Tel:(071) 703 7031  
Fax:(071) 701 2376  
Contact: Chris Waters  
Product: specialty seafood

Petty Wood And Co Ltd  
P O Box 66, Livingstone Road  
Andover, Hampshire SP105LA  
United Kingdom  
Tel:(0264) 345 500  
Fax:(0264) 332 025  
Contact: John Stokes  
Product: specialty seafoods, canned  
salmon

W G White Ltd  
68 Churchfield Road  
London W3 6DL, United Kingdom  
Tel:(081) 992 8764  
Fax:(081) 993 2060  
Contact: John Stas  
Product: caviar

C J Newnes & Partners  
73 Billingsgate Market  
Trafalgar Way  
London E14 5TQ  
United Kingdom  
Tel:(071) 515 0793  
Fax:(071) 538 4614  
Contact: C J Newnes  
Product: fresh fish

Barneys Of Aldgate  
55a Chamber Street  
London E1 8BL  
United Kingdom  
Tel:(071) 481 2177  
contact: Mark Button  
Product: eels

F R Bradley (Feltham) Ltd  
Glenthorne, 166 Bedford Lane  
Feltham, Middlesex TW14 9NJ  
United Kingdom  
Tel:(081) 890 3169  
Fax:(081) 751 0627  
Contact: Mr Bradley  
Product: eels, shellfish

L & D Hart  
13 Billingsgate Market  
London E14 5ST  
United Kingdom  
Tel:(071) 515 2495/3146  
Fax:(071) 515 3367  
Contact: B Charlesley  
Product: eels, halibut, shrimp

Micks Eel Supply  
14 Billingsgate Market  
London E14 5ST, United Kingdom  
Tel:(071) 515 2249  
Fax:(071) 538 9936  
Contact: M Jenryck  
Product: eels

Lyons Seafood  
Barrow House, Bishopstrow  
Warminster, Wiltshire  
BA129HU, United Kingdom  
Tel:(0985) 214 565  
Fax:(0985) 213 710  
Contact: Stephen Geddes  
Product: frozen lobster, shrimp,  
shellfish

R and A Seafoods Ltd  
33 Manor Road, Wallington  
Surrey SM6 0BW  
United Kingdom  
Tel:(081) 669 8137  
Fax:(081) 773 0164  
Contact: D Ashton  
Product: salmon, specialty seafoods,  
frozen cod

Bards Smoked Salmon Ltd  
2 Salamans Way  
Ferry Lane, Rainham  
Essex RM13 9UL  
United Kingdom  
Tel:(07085) 22533  
Fax:(07085) 20735  
Contact: J Bard  
Product: smoked salmon, frozen  
salmon

Ross Young Ltd  
Ross House  
Wickham Road, Grimsby  
South Humberside DN31 3SW  
United Kingdom  
Tel:(0472) 359111  
Fax:(0472) 365170  
Contact: Richard Whateley  
Product: shrimp, frozen salmon,  
lobster, cod

Eurosea Ltd  
4a Comet House  
Calleva Park  
Aldermaston, Reading  
Berks RG7 4QW  
United Kingdom  
Tel:(0734) 817 241  
Fax:(0734) 816 433/819 766  
Contact: John Hiscock  
Product: herring milts, frozen  
salmon, halibut, shrimp

Auscot Ltd  
North House, Northgrove Road  
Kawkhurst, Kent TN18 4AP  
United Kingdom  
Tel:(0580) 753 802  
Fax:(0580) 752 770  
Contact: W G Greig  
Product: frozen salmon, cod, shrimp,  
herring, halibut

Clouston Foods (Europe) Ltd  
924 Oxford Road  
Tilehurst, Reading  
Berkshire RG3 6TB  
United Kingdom  
Tel:(0734) 425 544  
Fax:(0734) 410 051  
Contact: P Byrne  
Product: frozen snow crab meat,  
lobster, value-added seafood,  
scallops, shrimp, fish, seafood

H S Fishing Co Ltd  
Sutton Road  
Great Yarmouth  
Norfolk NR30 3NA  
United Kingdom  
Tel:(0493) 858 119  
Fax:(0493) 859 517  
Contact: David Eastwood  
Product: frozen salmon, pickled  
herring

Sea Products International  
Wholesale Market Precinct  
Pershore Street  
Birmingham B5 6UU  
United Kingdom  
Tel:(021) 622 5111  
Fax:(021) 622 6123  
Contact: Oliver Giblin  
Product: herring milts, all frozen  
seafood, fish, crustaceans

Alastair Watson & Co Ltd  
15 Torquay Street  
London W2 5EJ  
United Kingdom  
Tel:(071) 266 3794  
Fax:(071) 266 2659  
Contact: Andrew Moffat  
Product: canned seafood, frozen  
seafood

Britfish Ltd  
Freightliner Road  
Hessle Road, Hull  
North Humberside HU3 4UW  
United Kingdom  
Tel:(0482) 224458  
Fax:(0482) 29170  
Contact: Tony Wilson  
Product: minced salmon blocks

Bluecrest Foods Ltd  
Ladysmith Road, Grimsby  
South Humberside DN32 9TN  
United Kingdom  
Tel:(0472) 344821  
Fax:(0472) 250541  
Contact: Andrew Beeken  
Product: frozen cod filets

Youngs Chilled Foods  
Estate Road No 1  
South Humberside Industrial Estate  
Grimsby  
South Humberside DN31 2TB  
United Kingdom  
Tel:(0472) 344111  
Fax:(0472) 342623  
Contact: Graham Charlton  
Product: frozen salmon, shrimp,  
scallops, white fish, lobster

Rowan  
Ash Road South  
Wrexham Industrial Estate  
Wrexham, Clwyd  
United Kingdom  
Tel:(0978) 661 966  
Fax:(0978) 661 297  
Contact: Jim McLinden  
Product: frozen salmon

Aqua Scot Marketing  
Alness  
Highland  
Scotland IV17 0XS  
United Kingdom  
Tel:(0349) 884424  
Fax:(0349) 882176  
Contact: Dennis Overton  
Product: frozen salmon

Iceland Freezer Food Centre  
Head Office  
7 Parr Road  
Honeypot Lane,  
Stanmore  
Middlesex HA7 1LE  
United Kingdom  
Tel:(081) 951 1313  
Fax:(081) 952 3577  
Contact: Frances Clipperton  
Product: frozen lobster, frozen  
shrimp

Fastnet Fish Ltd  
Fastnet House  
Alexandra Chamber  
Flour Square  
Grimsby  
South Humber  
United Kingdom  
Tel: (0472) 240 777  
Fax: (0472) 241 052  
Contact: P J Doswell  
Product: trading company, cod,  
groundfish, skate wings, dogfish, all  
seafood

Marr frozen Foods Ltd  
102 Gillett Street  
Hull HU3 4JG  
United Kingdom  
Tel: (0482) 26563  
Fax: (0482) 227635  
Contact: Peter Berry  
Product: frozen lobster, frozen  
shrimp

L & D Hart Ltd  
42 Willerton Close  
Shawcross, Dewsbury  
West Yorkshire WF12 7SH  
United Kingdom  
Tel: (0924) 465606  
Fax: (0924) 468397  
Contact: Duncan Scholfield  
Product: shrimp, halibut, squid,  
herring milt

Angel Lane Shellfish  
97 Cannon Workshops  
Isle of Dogs, London E15  
United Kingdom  
Tel: /Fax: (071) 987 0338  
Contact: Mark Harvey  
Product: live eels, frozen eels,  
shellfish

Pinneys Shellfish Ltd  
Bridgekirk, Annan,  
Dumfries,  
Scotland TG12 5LP  
United Kingdom  
Tel: (0576) 300401  
Fax: (0576) 300466  
Contact: Nick Keen  
Product: shellfish

Glenrose (Fish Merchants) Ltd  
West Dock St., Hull,  
North Humberside. HU3 4HH  
United Kingdom  
Tel: (0482) 26808  
Fax: (0482) 226 718  
Tlx: 527266  
Contact: P J Rose  
Product: cod

C H Nye Limited  
53 New Billingsgate Market  
London E14  
United Kingdom  
Tel: (071) 515 7874  
Fax: (071) 538 2413  
Product: live lobster

C and A Seafood  
Office 88  
New Billingsgate Market  
London E14, United Kingdom  
Tel: (071) 515 9192  
Contact: Mr C Seagrave  
Product: live lobster

Shellfish Seafoods  
Watling Street  
nr Hinkley, Leicestershire  
United Kingdom  
Tel: (0455) 632481  
Fax: (0455) 250861  
Contact: Mr David Freeman  
Product: live lobster

M & J Seafoods  
33 Faraday Road  
Rabans Lane, Aylesbury  
Bucks. HP19 3RY  
United Kingdom  
Tel: (0296) 398942  
Fax: (0296) 399583  
Contact: Mr Chris Harris  
Product: live lobster, cod

Colchester Oysters Fisheries  
North Farm, East Mersea  
Colchester  
Essex CO5 8UN, United Kingdom  
Tel: (0206) 384141  
Fax: (0206) 383758  
Contact: Mr R C Kerrison  
Product: live lobster

Seastream Products  
Neilldu, Trearddur Bay  
Anglesey, United Kingdom  
Tel: & Fax: 0407 860312  
Contact: Mr Neill  
Product: live lobster

R. R. Spink and Sons  
Seagate, Arbroath D11 1BJ  
United Kingdom  
Tel: 0241 72023  
Fax: 0241 75663  
Contact: Mr R Spink  
Product: live lobster, lobster

Minch Group  
393 Liverpool Road  
Islington, London N1 1NB  
United Kingdom  
Tel: 071 700 5736  
Fax: 071 700 5738  
Contact: Mr F Doyle  
Product: live lobster, lobster  
products

Network Fisheries Ltd  
West Quay, Newhaven  
East Sussex BN9 9BT  
United Kingdom  
Tel: 0273 513884  
Fax: 0273 517884  
Contact: Mr P Ellis  
Product: live lobster, lobster

New England Lobsters International  
20 Smugglers Way, Wandsworth  
London SW18 1EG, United Kingdom  
Tel: 081 877 1175  
Fax: 081 877 1118  
Contact: Mr Fred Stroyan  
Product: live lobster, lobster  
products

Homarus Catering Supplies  
Unit 2, St James's Mews  
276 St James's Road  
London SE1 5JX  
United Kingdom  
Tel: 071 231 2220  
Fax: 071 231 3012  
Contact: Mr Walder  
Product: live lobster, lobster parts  
and meat



**Midfish**  
**Ocean House**  
**Wholesale Markets Precinct**  
**Pershore Street, Birmingham B5 6UU**  
**United Kingdom**  
**Tel:021 622 5171**  
**Fax:021 666 6943**  
**Product: live lobster**

**Bahia Seafoods Ltd**  
**10 Swan Units**  
**Sowton Industrial Estate**  
**Exeter EX2 7LL, United Kingdom**  
**Tel: & Fax:0392 444391**  
**Contact: Messrs R F/B J O'Kelly**  
**Product: live lobster, lobster meat**

**The London Viviers Ltd**  
**Forward Business Centre**  
**North Crescent, Cody Road**  
**London E16 4SR, United Kingdom**  
**Tel:071 511 1225 or 473 6462**  
**Fax:071 473 4582**  
**Contact: Mr Tony Pye**  
**Product: live lobster, eels, other products**

**Robinson Fisheries**  
**29 Pine Grove, Wimbledon**  
**London SW19 7HD**  
**United Kingdom**  
**Tel:(081) 947 8363**  
**Fax:(081) 947 5582**  
**Contact: Mr. S. Robinson**  
**Product: fish, skate wings, dogfish**

**Mardon McCoy**  
**6-8 Fenton Street**  
**Lancaster LA1 1TE**  
**United Kingdom**  
**Tel:(0524) 845-000**  
**Fax:(0524) 845-111**  
**Contact: Richard Woodfield**  
**Product: skate wings, dogfish**

**Jaytee Seafood Ltd**  
**Jaytee House, Anyards Road**  
**Cobham, Sussex KT11 2LW**  
**United Kingdom**  
**Tel:(071) 987-3222**  
**Fax:(071) 538-0126**  
**Contact: Mr. Mark Thomas**  
**Product: skate wings, dogfish, fish**

**Arctic Seafare Ltd**  
**Murray Street, Fish Docks**  
**Grimsby**  
**South Humberside, United Kingdom**  
**Tel:(0472) 344812**  
**Fax:(0472) 351745**  
**Contact: Mark Barford**  
**Product: skate wings, dogfish, cod products, fish**

**Fame Foods**  
**85 New Billingsgate Market**  
**London E14, United Kingdom**  
**Tel:(071) 515 0996**  
**Fax:(071) 538 8467**  
**Contact: Mr Edwards**  
**Product: skate wings**

**Nor'West Seafoods Ltd**  
**160 Lord Street, Southport,**  
**Lancashire PR9 0AQ,**  
**United Kingdom**  
**Tel:(0704) 500 880**  
**Fax:(0704) 501 313**  
**Contact: Mr. David Welsh**  
**Product: dogfish**

**Patrician Seafood**  
**5 Sandmartins Way, Herons Wood**  
**Kidderminster, Worcs.**  
**United Kingdom**  
**Tel:(0562) 515404**  
**Fax:(0562) 515928**  
**Contact: Mr R Robbins**  
**Product: dogfish**

**R Coulbeck Ltd**  
**North Key, Fish Dock, Grimsby**  
**South Humberside**  
**DN31 3SY, United Kingdom**  
**Tel:(0472) 348-391**  
**Fax:(0472) 240-023**  
**Contact: C. Steel**  
**Product: dogfish**

**Stanhope's**  
**Office 11, New Billingsgate Market**  
**Trafalgar Way, London E14**  
**United Kingdom**  
**(071) 987-3222**  
**Fax:(071) 538-0126**  
**Contact: Mr. John Bennewith**  
**Product: dogfish**

**CANADIAN HIGH COMMISSION**  
**Macdonald House,**  
**One Grosvenor Square,**  
**London W1X 0AB,**  
**England**  
**Tel:(011-44-71) 258-6600**  
**Fax:(011-44-71) 258-6384**  
**Contact: Miss Janet E. Farmer**



# ***NORTH AMERICA***



## BARBADOS/ANTIGUA

The majority of fresh/frozen fish and other seafood is traded intra-regionally within the CARICOM region. Such species include, snapper, shark, flying fish, king fish, etc.). Major extra-regional sources for fresh and frozen fish are Canada and the United States.

Species imported from extra-regional sources include, salmon, trout, tuna, bonito and smoked, dried and preserved seafood. Although Canada is the major supplier of dried cod and smoked herring it falls short to the United Kingdom when it comes to smoked salmon. Other extra-regional suppliers are Iceland, Norway, Chile, Thailand and Singapore.

Antigua Fisheries Limited  
Market Square  
St. John's, Antigua  
Tel:(809) 462-0512  
Contact: Mavis George  
Product: fish, seafood

A.S. Bryden & Sons (B'dos) Limited  
Victoria St. & Bolton Lane  
Bridgetown, Barbados  
Tel:(809) 436-4400  
Fax:(809) 426-6045  
Contact: Trevor Cox  
Product: fish, seafood

Hanschell Inniss Limited  
Fontabelle, St. Michael  
Barbados  
Tel:(809) 426-3544  
Fax:(809) 427-6938  
Contact: Carl Howard  
Product: fish, seafood

M.E.R. Bourne & Co. Limited  
Peronne Commercial Centre  
Worthing, Christ Church  
Barbados  
Tel:(809) 435-7843  
Fax:(809) 435-7790  
Contact: Michael Bourne, Director  
Product: fish, seafood

R.L. Seale & Co. Limited  
Eagle Hall  
St. Michael, Barbados  
Tel:(809) 426-0330  
Fax:(809) 436-6003  
Contact: Louis Moore, Director  
Product: fish, seafood

Peter & Co. Limited  
Box 84, Micoud Street  
Castries, St. Lucia  
Tel:(809) 452-2771  
Fax:(809) 452-2774  
Contact: Colin Quintyne, Director  
Product: fish, seafood

Hotel Food Supplies (Barbados)  
Walmer Lodge, Black Rock  
St. Michael, Barbados  
Tel:(809) 424-7489  
Fax:(809) 429-2174  
Contact: Larry Tatum  
Product: fish, seafood

## CANADIAN HIGH COMMISSION

Bishop's Court Hill,  
St. Michael, Barbados  
P.O. Box 404,  
Tel:(809) 429-3550  
Fax:(809) 437-8474  
Contact: Mr. Peter Hermant

**COSTA RICA**

Costa Rica, Panama, Nicaragua and Honduras have access to both the Atlantic and Pacific Ocean and have developed fishing industries, that even somewhat small in scale, seem to satisfy their domestic needs. Due to this there are limited commercial opportunities in these regions. Although given poor refrigerated shipping facilities it would appear that some opportunities do exist for canned seafood products. There are no seafood importers currently registered with the Costa Rican importers association.

**CANADIAN EMBASSY**

**Cronos Building,  
Calle 3 y Avenida Central,  
San José,  
Republic of Costa Rica  
Apartado Postal 10303-1000,  
Tel:(011-506) 55-3522  
Fax:(011-506) 23-0609  
Contact: Mr. Manuel Ruiz**

## CUBA

Canadian salted fish is primarily used in Cuba's mountainous and remoter areas where electricity and/or refrigeration is unavailable. Local consumption of fish products is rather low, as the Cuban population has never developed a taste for fish. The current onset of present economic difficulties may push the Cuban population to increase consumption of fish products (provided it is made available) to supplement the current diet, and to provide an alternative source of protein, as a substitute for reduced allocations of beef/poultry.

Cubans have a strong preference for wreckfish, red snapper and tuna, fresh or processed. CARIBEX is the state trading organization responsible for imports/exports of fish, fish preparations and seafood in Cuba, however, initial contact should be made with the CARIBEX office in Toronto.

**CARIBEX SEAFOODS INC.**  
1090 Don Mills Road,  
Suite #404,  
Don Mills, Ontario M3C 3R6  
Contact: Luis Fleites  
Tel:(416) 444-0664  
Fax:(416) 444-0026  
Products: fish and seafood

**CARIBEX SEAFOODS INC.**  
Barlovento,  
Sante Fe,  
Ciudad Havana,  
Republic of Cuba  
Contact: Pedro Suarez

**CANADIAN EMBASSY**  
Calle 30 No.518,  
Esquina, a7a Avenida,  
Miramar, Havana,  
Republic of Cuba  
Tel:(011-53-7) 33-2516/7/27  
Fax:(011-53-7) 33-2044  
*Send all mail to this address:*  
Commercial Division;  
P.O. Box 500 (HVAN),  
Ottawa, Ontario K1N 8T7



## GUATEMALA/EL SALVADOR

Guatemala and El Salvador are not considered large markets or consumers of imported fish and seafood products. In Guatemala, between 1989 to 1992 the average yearly imports of fresh, frozen and canned fish amounted to only 59,000 kilograms. Likewise, the average for crustacean imports for the same years was 54,000 kilograms. The consumption values for the Salvadoran market are 40% less than the above figures.

Species most commonly imported are; squid and imitation crab meat or surimi, followed by smaller amounts of smoked and other types of salmon, trout, whiting, stone and snow crab. Whitefish is also imported in very small volumes. Most imports come from the United States with smaller volumes coming from Canada and various Nordic countries.

**Deli-Fish**  
15 Ave. 8-26, Zona 13  
Guatemala C.A.  
Tel: (502-2) 692001  
Contact: Juan Carlos Escobar,  
Import Contact  
Product: seafood

**Codicasa**  
5A. Calle 1-10, Zona 13  
Guatemala  
Tel: (502-2) 726528  
Fax: (502-2) 711263  
Contact: Ing. Eddie Wahl  
Product: seafood

**Super Marinos, S.A. de C.V.**  
75 Ave. Norte, Local 1-2  
Condominio Centro Escalon 1  
San Salvador, El Salvador C.A.  
Tel: (503) 84007-08  
Fax: (503) 840465  
Product: seafood

**La Raclette**  
6A. Ave. 14-09, Zona 9  
Guatemala C.A.  
Tel: (502-2) 315002  
Fax: (502-2) 342496  
Contact: M. Del C. Rodas  
Product: seafood

**CANADIAN EMBASSY**  
13 Calle 8-44, Zona 10,  
Edyma Plaza, 8th Floor  
Guatemala City 01010  
Republic of Guatemala, C.A.  
P.O. Box 400  
Tel:(011-502-2) 336102  
Fax:(011-502-2) 336189  
Contact: Mr. Hugo Cerezo

## MEXICO

Mexico has a coastline of over 11,590 kilometres and almost 5 million hectares of inland waters under aquaculture development. Fishing activity takes place along the Pacific, Gulf and Caribbean coasts, placing Mexico in seventeenth place among the world's fishing nations. Mexico's geographic location gives it a vast potential in fishing resources, including hundreds of species and varieties which proliferate in its coastal and inland waters. Outstanding among these are sardine, tuna, tilapia, shrimp, oyster, clams, shark and dogfish, algae and kelp. Between 1985 and 1989, Mexican fisheries production increased by 21 per cent from 1,255,888 tonnes to 1,519,882 tonnes. Since that year fisheries production has been declining steadily, reaching 1,209,558 tonnes in 1993, or minus 20.4 per cent. The apparent national consumption of fisheries products rose from 1,266,572 tonnes in 1990 to 1,397,844 tonnes the following year, but dropped to 1,196,636 tonnes in 1993. Per capita consumption of fish is currently estimated at 13.9 kilos.

In 1993, Mexico recorded a favourable trade balance of almost \$326 million U.S. dollars in the fisheries sector. Total exports reached 124,902 tonnes consisting of abalone, shrimp, algae and kelp, tunids, spiny lobster and scale fish, valued at \$396 million U.S. dollars, against total imports of 87,243 tonnes (squid, codfish, fish meal, fish oils and fats) worth \$70 million U.S. dollars. Mexico is a seasonal market for salted dried fish (codfish, hake and pollock), which is consumed only during the year-end holiday season and lent. The market has been opening up for other products such as live and frozen lobster (*Homarus americanus*), canned kippered herring, canned salmon, frozen salmon and smoked salmon. Under the North American Free Trade Agreement, import duties on a variety of fisheries products of Canadian origin have been eliminated, giving Canadian exporters a decided advantage over competitors from other sources.

Sr. Enrique Chávez Peón  
Director Administrativo  
GRUPO INDUSTRIAL URBI, S.A.  
Bahía de todos los Santos No. 21  
Col. Anzuers  
11300 México, D. F.  
Tel:(011-525) 260-54-20/260-51-05  
Fax:(011-525)545-18-65  
Products: seafood

Ing. Arturo Altamirano  
Gerente de Ventas  
COMEIMEX  
Reynolds Aluminio  
No. 39 39  
Tlalnepantla, Edo. de México  
Tel:(011-525) 362-05-24/361-52-93  
Fax:(011-525) 361-5293  
Products: seafood

Sr. Moisés Nankin  
Gerente General  
PESCADERIA SANITARIA, S.A./C.V.  
Czda. de la Viga  
No. 216 letra A  
Col. Artes Graficas  
15830 México, D. F.  
Tel:(011-525) 740-88-01/740-99-26  
Fax:(011-525) 740-8248  
Products: seafood

Sr. Ing. Germán de la Vega  
MAYAB EMPACADORA DEL CARIBE  
Coruña No. 161  
Col. Alamos  
03400 México, D. F.  
Tel:(011-525) 538-1361/530-4773  
Fax:(011-525) 530-2342  
Products: seafood

Sr. Nicolás Vidal  
Gerente General  
BRISTER, S.A. DE C.V.  
Heliópolis No.234  
Col. Clavería Atzacapotzalco  
México  
02080 México, D. F.  
Tel:(011-525) 341-7824/341-7884  
Fax:(011-525) 396-7421  
Products: seafood

Sr. Adolfo Castañeda  
Gerente de Ventas  
PARTICIPACIONES MARIANO  
Rosas Moreno 32  
Col. San Rafael  
México  
06470 México, D. F.  
Tel:(011-525) 566-3544/566-3058  
Fax:(011-525) 546-7015  
Products: seafood

Sra. Jeanette Godoy  
REPRESENTACIONES NANANDA  
Czda. de los Leones 158  
Edificio "C", Depto. 002  
Col. Las Águilas  
01010 México, D. F.  
Tel:(011-525) 595-7922/651-9369  
Fax:(011-525) 683-5360  
Products: seafood

Sr. Santiago Gómez Martínez  
Gerente General  
DISTRIBUIDORA COMERCIAL  
SANTIAGO, S.A. DE C.V.  
Blvd. Miguel de Cervantes Saavedra  
394-9, Col. Irrigación  
11500 México, D. F.  
Tel:(011-525) 395-8055/395-95-94  
Fax:(011-525) 395-9561  
Products: seafood

Ing. Luis Garcés Benito  
Director de Compras  
HERDEZ, S.A. DE C.V.  
Czda. San Bartolo Naucalpan  
No. 360, Col. Argentina  
11230 México, D. F.  
Tel:(011-525) 576-3100/358-3133  
Fax: 576-0966  
Products: seafood

Lic. María Carmen Abascal  
Dirección General  
MARISTMO, S.A. DE C.V.  
Hamburgo No. 241, P.B.  
Col. Juárez  
06600 México, D. F.  
Tel:(011-525) 208-6683/208-6641/208-6797  
Fax:(011-525) 208-77  
Products: seafood

Sr. Juan Carlos Abascal  
Director General  
INDUSTRIA AGRICOLA  
CARREDANA, S.A. DE C.V.  
Calle de la Cazuela No. 28  
Central de Abastos  
Col. Ejido El Moral  
09050 México, D. F.  
Tel:(011-525) 694-66-34/694-66-94  
Tel:(011-525) 694-9154  
Products: seafood

Sr. Humberto Fernández  
Gerente Administrativo  
INT. MARKETING DE MEXICO  
Florescia 39, 4to. piso  
Col. Juárez  
06600 México, D. F.  
Tel:(011-525) 533-51-97  
Fax:(011-525) 2-08-73-33  
Products: seafood

Sr. Francisco Javier Lozano Magaña  
LOZANO MIGOYA, S.A. DE C.V.  
Reforma No. 76-902  
Col. Juárez  
06600 México, D. F.  
Tel:(011-525) 535-5345  
Fax: 566-0754  
Products: seafood

Ing. Guillermo Manzo  
Gerente de Compras  
FORMEX YBARRA, S.A. DE C.V.  
Poniente 146  
No. #658  
Col. Industrial Vallejo  
15100 México, D.F.  
Tel:(011-525) 587-1077/587-8073  
Fax:(011-525) 368-1751  
Products: seafood

SAINT HONORE GOURMET  
Presidente Masaryk No. 341-A  
Col. Polanco, 11569 México, D. F.  
Tel:(011-525) 254-6507/254-7409  
Fax:(011-525) 250-0637  
Products: seafood

Sr. Salvador Castillo Torres  
Director General  
CASA CASTILLO  
Mesones No. 167, Col. Centro  
06090 México, D. F.  
Tel:(011-525) 542-4070/4071/4072  
Fax:(011-525) 542-4072  
Products: seafood

Sr. Lic. Edgar Parra Manzana  
Director General  
UNIVERSO COMERCIAL PARRA  
Calle Culiacán No. 112  
Col. Condesa, 06760 México, D. F.  
Tel:(011-525) 277-6685/ 272-1315  
Fax:(011-525) 277-6645  
Products: seafood

Sr. Eduardo Morales  
Director General  
SAT-COM, S. A. de C. V.  
Mariano Escobedo No. 149  
Col. Anáhuac  
C.P. 11320, México, D. F.  
Tel:(011-525) 203-1257/1460/1542  
Fax:(011-525) 531-3028  
Products: seafood

Sr. Benjamín Bielak R.  
Gerente de Compras Abarrotes  
CLUB AURRERA, S.A. DE C.V.  
Av. Ejército Nacional No. 559  
Col. Granada, 11520 México, D. F.  
Tel:(011-525) 325-0915 Ext 7906  
Fax:(011-525) 326-0955  
Products: seafood

Sr. Adolfo Juárez Peña  
Gerente General  
ENCUENTRO, S.A. DE C.V.  
Isabel La Católica No. 97, Centro  
06080 México, D. F.  
Tel:(011-525) 694-1828  
Fax:(011-525) 694-3823  
Products: seafood

Sr. Fernando Gómez Gómez  
Director General  
IMPORTACIONES COLOMBRES  
Sericultura No. 19, Tacuba No. 60  
Col. 20 de Noviembre  
15340 México, D. F.  
Tel:(011-525) 789-1890/1897/2063  
Fax:(011-525) 795-2712  
Products: seafood

Sr. César Lukini  
Director División Nacional  
GRUPO L.B. Y ASOC., S.A. DE C.V.  
Calle #21  
No. #14  
Club de Golf México  
14620 México, D. F.  
Tel:(011-525) 573-3597  
Fax: (011-525) 525-5185  
Products: seafood

Sr. Enrique Niembro Frago  
Director General  
GRUPO ENNIPE, S. A. de C. V.  
Av. Fuentes  
No. #145  
Col. Jardines del Pedregal  
01900 México, D. F.  
Tel:(011-525) 595-7640/595-3655  
Fax:(011-525) 681-3383  
Products: seafood

Sr. Raúl Arche Cano  
Presidente  
AHUMADOS NORUEGOS, S.A./C.V.  
Av. Jesús del Monte  
No. #262-A  
Col. Jesus del Monte  
C.P. 52764 Huixquilucan,  
Edo. de México  
Tel:(011-525) 812-3656/812-0625  
Fax:(011-525) 813-1699  
Products: seafood

Lic. Jaime Gallegos Frago  
Gerente de Importaciones  
COMERCIAL MEXICANA, S.A./C.V.  
Czda. Chabacano No. 43  
Col. Asturias  
Tel:(011-525) 723-7524/723-7525  
Fax:(011-525) 723-7595/723-7593  
Products: seafood



Ing. Jorge Stamatio  
Gerente General  
STAMAR, S.A. DE C.V.  
Castilla No. 12  
Col. Alamos  
03400 México, D. F.  
Tel:(011-525) 538-1615/519-6218  
Fax:(011-525) 530-7799  
Products: seafood

Sr. César Fernández Coya  
Director General  
CESARFER, S.A. DE C.V.  
Av. Gavilán No. 151,  
Local 9 "A"  
Col. Guadalupe del Moral  
09300 México, D. F.  
Tel:(011-525) 686-0541/686-1186  
Fax:(011-525) 685-1748  
Products: seafood

Sr. Jean-Yves Ferrer  
Director General  
MESONEROS DE MEXICO, S.A.  
Campos Elíseos No. 218  
11560 México, D. F.  
Tel:(011-525) 281-3687/281-0249  
Fax:(011-525) 280-5601  
Products: seafood

Sr. Ing. Gustavo Leff Volcovinsky  
Director de Ventas  
JONA INTERNACIONAL, S.A./C.V.  
Boulevard Toluca  
No. 13 - 1 P.B.  
53370 Naucalpan de Juárez, Edo. de  
México  
Tel:(011-525) 359-1144/358-7388  
Fax:(011-525) 358-4514  
Products: seafood

Sr. Eduardo Sucarrats Dañobeitia  
Director Comercial  
COMPAÑIA CONTINENTAL DE  
COMERCIO, S.A.  
San Ildefonso No. 37  
Ejidos de Huipulco  
C.P. 14380,  
México, D. F.  
Tel:(011-525) 671-0983/6354  
Fax:(011-525) 673-3365  
Products: seafood

Sr. Manuel García  
Pescados y Mariscos Ochoa  
Prol. Eje 6 - Sur  
No. 560 A-12  
México, D. F.  
Tel: 6001-6395  
Fax: 752-6026  
Products: seafood

Sr. Benny Senderman K.  
Gerencia de Ventad  
PESCADERIA SANITARIA, S.A./C.V.  
Czda. de la Viga  
No. #216  
Col. Artes Graficas  
México  
15830 México, D. F.  
Tel:(011-525) 740-9676/740-9801  
Fax:(011-525) 740-8248  
Products: seafood

Sr. Jorge Landson D.  
Subdirector General  
CORPORATIVO KOSMOS  
Tennyson 133  
México  
11560 México, D. F.  
Tel:(011-525) 203-4420  
Fax:(011-525) 254-0656  
Products: seafood

Sr. Petr Alkhimovitch Bilenko  
Vice presidente  
COMERCIAL LANDSON'S, S.A./C.V.  
Anatole France  
No. #71-1  
Col. Polanco,  
11560 México, D. F.  
Tel: 281-1343/282-0871  
Fax: 281-3424  
Products: seafood

L.C.P. Martha Imelda Urtusuástegui  
EXPORTACIONES E  
IMPORTACIONES BARRAZA  
Blvd. Francisco I.  
Madero No. 465-2  
Culiacán, Sin.,  
México  
Tel:(011-52-67) 16-9323  
Fax:(011-52-67) 16-9084  
Products: seafood

Ing. Anthony Drexel G.  
PESCALAMAR, S.A. DE C.V.  
José Alvarado No. 1932  
Frac. Jardín Español  
64820 Monterrey, N.L., México  
Tel:(011-83) 583-061/593-018  
Fax:(011-83) 517-646  
Products: seafood

Sr. Roberto de la Garza  
Xoulin, Granja Piscícola  
19 Poniente No. 1140  
72000 Puebla, Puebla  
México, D. F.  
Tel:(011-22) 439-811  
Fax:(011-22) 372-300  
Products: seafood

Srita. Gabriela Sánchez Valencia  
GAMA  
Av. Thiers No. 251, 7o piso  
Col. Nueva Anzures  
11590 México, D. F.  
Tel:(011-525) 250-4171  
Fax:(011-525) 531-9279  
Products: seafood

Ing. Alberto Lozano Alexanderson  
Director General  
ALEXANDERSON CONGELADOS  
Oriente 170 No. 37, Col. Moctezuma,  
2a Sección, 15500 México, D. F.  
Tel: 784-35-33/784-6378  
Fax: 785-0997  
Products: seafood

Sr. Eduardo Oropeza Suárez  
DISTRIBUIDORA AGOR, S.A./C.V.  
Av. insurgentes Sur 1748 - 502  
Col. Florida, México, D. F.  
Tel: 663-06-27/663-26-75  
Fax: 663-38-87  
Products: seafood

Sr. Jorge Arouesty  
Director General  
AROUESTY INTERNATIONAL, S.A.  
Pedro de Gante No. 3  
Circuito Misioneros  
53100 Satélite, Edo. de México  
Tel/Fax: 572-2283  
Products: seafood



Sr. Walter Ed. Tschudin A.  
ORGANIZACION DE MERCADOS  
INTERNACIONALES ORMI, S.A./C.V.  
Genova No. 20 D-103  
Col. Juárez, 06600 México, D. F.  
Tel: 208-4463/4408/1598  
Fax: 525-4015  
Products: seafood

Sr. Juan José Alvarez  
MERCANTIL CUAUTITLAN, S.A./C.V.  
Prolongación Venustiano Carranza  
No. #411  
54879 Cuautitlán, Edo. de México  
Tel: 872-2911/2352  
Fax: 872-4856  
Products: seafood

Sr. Alejandro Gutiérrez Pederzini  
DINAMICA MAYA, S.A. DE C.V.  
5 de Febrero No. 576  
Col. Alamos  
03400 México, D. F.  
Tel: 519-8014  
Fax: 519-6447  
Products: seafood

**CANADIAN EMBASSY**  
**Calle Schiller No. 529**  
**Colonia Rincon del Bosque**  
**11580 Polanco,**  
**México D.F., México**  
**Apartado Postal 105-05**  
**Tel:(011-525) 724-7900**  
**Fax:(011-525) 724-7982**  
**Contact: Mr. J. Antonio Pahnke**

## TRINIDAD & TOBAGO

Trinidad and Tobago has considerable potential for developing and harvesting its national marine resources located within its exclusive economic zone. Trinidad and Tobago is strategically located as a base for offshore fishing operations and has relatively good freezing and packing facilities for fish and shrimp products. The design of the necessary fisheries management plans will include the divestment of National Fisheries Company Limited for joint venture investment opportunities. Species commonly imported into the local market include: canned tuna, sardines, salmon, mackerel, smoked herring, dried and salted cod, hake, and pollock.

**Persad's Wholesale & Retail Co. Ltd.**  
St. Julien's, Princes Town  
Trinidad West Indies  
Telefax: 809-655-5172  
Product: Smoked Herring and Salted Cod

**Trinidad Import and Export Co. Ltd.**  
1 Abercromby Street, Port of Spain  
Trinidad West Indies  
Tel: 809-625-3710  
Fax: 809-625-4778  
Product: Canned Sardines, Salmon, Tuna

**K.N.S. Enterprises Trinidad Limited**  
Charlieville, Chaguanas  
Trinidad West Indies  
Telefax: 809-665-0487  
Product: Salted Cod, Hake, Smoked Herring

**Matco Limited**  
Port of Spain  
Trinidad West Indies  
Tel: 809-638-3391  
Fax: 809-674-1911  
Product: Salted Cod

**Glen Ramkissoon**  
Importers/Wholesalers  
76 Boundary Road,  
San Juan  
Trinidad West Indies  
Telefax: 809-674-9891  
Product: Smoked Herring Bloaters

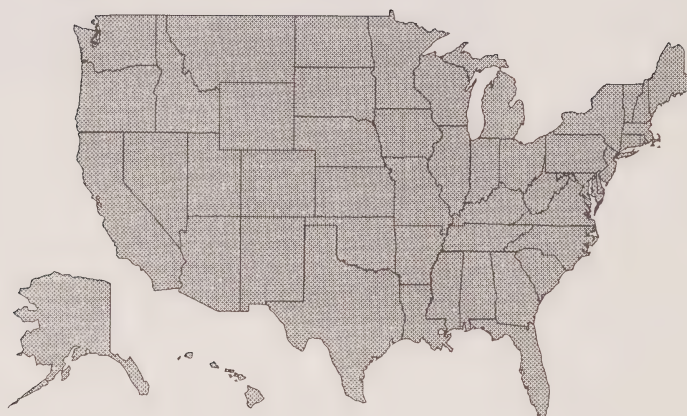
**Aakanson Trading Company**  
Cunupia  
Trinidad, West Indies  
Telefax: 809-665-3079  
Product: Smoked Herring, Salted Cod

**Gopie Samlal Limited.**  
San Juan  
Trinidad West Indies  
Tel: 809-638-5440  
Fax: 809-674-4160  
Product: Smoked Herring, Salted Fish

**Romike Limited**  
San Juan  
Trinidad West Indies  
Tel: 809-674-4710  
Fax: 809-638-2649  
Product: Canned Tuna, Smoked Herring, Salted Cod

**CANADIAN HIGH COMMISSION**  
**Huggins Building,**  
**72 South Quay,**  
**Port-of-Spain,**  
**Republic of Trinidad and Tobago**  
**P.O. Box 1246,**  
**Tel:(809) 623-7254**  
**Fax:(809) 624-6440/4016**  
**Contact: Mr. Ramesh Tiwari**

# ***UNITED STATES OF AMERICA***



## ATLANTA, GEORGIA

The Consulate General in Atlanta covers the states of North Carolina, South Carolina, Tennessee, Mississippi, Alabama, Georgia, Florida, Puerto Rico and the U.S. Virgin Islands. This population base of over 43 million people is augmented by a lively tourism industry. Products in demand include; cod, the perennial favourite, is seen as fluctuating too much in price to be a good seller, but the seafood houses buy anyway for white tablecloth customers. Pollock is being used in the fast food industry while ocean perch is seen in both retail and foodservices. Swordfish is being imported from Nova Scotia. Flat fish, turbot, halibut and scallops are selling very well, particularly in the highly populated metro areas such as Atlanta, Orlando etc. Canadian salmon (in head-to-head competition with Chilean salmon), also has a good market, particularly in the larger sizes. Lobster is doing well in up-turning economy, while opilio (particularly brights) has what appears to be a bottomless market.

### AJC International, Inc.

5188 Roswell Road  
Atlanta, Georgia  
Tel:(404) 252-6750  
Fax:(404) 252-9340  
Contact: Mr. Michael Wisniewski  
Product: seafood

### Bishop-Epicure Food Company

256 Peters Street, S.W.  
Atlanta, Georgia  
Tel:(404) 441-2227  
Fax:(404) 441-3739  
Contact: Mr. Larry Bosarge  
Product: seafood

### Inland Seafood Corporation

1222 Menlo Drive  
Atlanta, Georgia  
Tel:(404) 350-5850  
Fax:(404) 350-5855  
Contact: Mr. Bill Demmond  
Product: seafood

### American Seafood Company Inc.

3906 Macon Rd  
Memphis, Tennessee  
Tel:(901) 454-9771  
Fax:(901) 454-7823  
Contact: Mr. Tom Cassidy  
Product: seafood

### Bon Secour Fisheries, Inc.

P.O. Box 60  
Bon Secour, Alabama  
Tel:(205) 949-7411  
Fax:(205) 949-6478  
Contact: Mr. Robert Sawyer  
Product: seafood

### Lombardi's Seafood Inc.

7491 Brokerage Dr.  
Orlando, Florida  
Tel:(407) 859-1015  
Fax:(407) 240-2562  
Contact: Mr. Tony Lombardi  
Product: seafood

### Atlanta Provision Co.

1400 Marietta St. NW  
Atlanta, Georgia  
Tel:(404) 799-0099  
Fax:(404) 792-9397  
Contact: Mr. George Carter  
Product: seafood

### Buckhead Beef Co., Inc.

2194-A Marietta Blvd.  
Atlanta, Georgia  
Tel:(404) 355-4400  
Fax:(404) 355-4541  
Contact: Mr. Kirk Halpern  
Product: seafood

### Poseidon Enterprises Inc.

2224 Graham Park  
Charlotte, North Carolina  
Tel:(704) 588-8700  
Fax:(704) 588-8706  
Contact: Mr. John Tortorici  
Product: seafood

### Bama Fish

3113 Main St.  
East Point, Georgia  
Tel:(404) 765-9876  
Fax:(404) 765-9874  
Contact: Mr. Doug Brinsmade  
Product: seafood

### ComSource Inc.

280 Interstate North Pkwy. (EXT.593)  
Atlanta, Georgia  
Tel:(404) 952-0871  
Fax:(404) 850-1305  
Contact: Mr. Charles L. McCrary  
Product: seafood

### Robert Orr/Sysco Food Services Co.

PO Box 305138  
Nashville, Tennessee  
Tel:(615) 350-7100  
Fax:(615) 350-7146  
Contact: Mr. Tony Moran  
Product: seafood

### Beaver Street Fisheries, Inc.

P.O. Box 41430  
Jacksonville, Florida  
Tel:(904) 354-5661  
Fax:(904) 358-3258  
Contact: Mr. Abe Bielski  
Product: seafood

### F.A.B. Inc.

6400 Atlantic Blvd.  
Norcross, Georgia  
Tel:(404) 449-1333  
Fax:(404) 447-6856  
Contact: Mr. Steve Jacobson  
Product: seafood

### Shore Trading Co., Inc.

145 Norcross St.  
Roswell, Georgia  
Tel:(404) 998-0566  
Fax:(404) 998-6571  
Contact: Mr. Marty Klausner  
Product: seafood



Sysco Food Services (S.E. Inc.)  
555 N.E. 185 St.  
Miami, Florida  
Tel:(305) 651-5421  
Fax:(305) 653-2095  
Contact: Mr. Norman Andrews  
Product: seafood

Marthasville Trading Co.  
PO Box 567  
Alpharetta, Georgia 30239  
Tel:(404) 664-3663  
Fax:(404) 722-9050  
Contact: Mr. Sam Parque  
Product: seafood

**CANADIAN CONSULATE GENERAL**  
Suite 400 South Tower  
One CNN Center,  
Atlanta,  
Georgia 30303-2705  
United States of America  
Tel:(404) 577-6810/1512  
Fax:(404) 524-5046  
Contact: Mr. Rafael (Ray) A. Munoz

## BOSTON, MASSACHUSETTS

New England is the best U.S. market for Canadian seafood producers, considering that fish exports from all of Canada to all of the United States are \$1.4 billion and fish exports from all of Canada to New England are \$1 billion, (i.e. 72% of Canadian exports to the U.S. goes to New England). The National Fisheries Institute (U.S. seafood trade association) predicts that the fish consumption will reach 20 lbs per capita by year 2000, therefore increasing the market by another 1 billion lbs.

The fishery sector in Canada will continue to fight to keep and improve its marketshare. With quotas being reduced to rebuild stock, the Canadian producers must look to areas that will improve profits with the same or less fish available. The only way to accomplish this is by increasing the value of the product by cooking, breeding or making the product easier to serve. If the Canadian industry continues to increase awareness of underutilized species, the Government of Canada can further assist the small-to-medium producers to increase profits and keep their production staff working.

**AGNAR SEAFOOD INC.**  
340 Marlborough Street  
Boston, Massachusetts 02115  
Contact: Keld Agnar  
Tel:(617) 424-1808  
Fax:(617) 424-1809  
Product: fish, frozen

**AQUANOR MARKETING INC.**  
68 Fargo Street  
Boston, Massachusetts 02210  
Contact: Marion Kaiser  
Tel:(617) 439-3500  
Fax:(617) 439-3121  
Product: fish, shrimp

**ATLANTIC COAST FISHERIES CORP**  
33 Cape Street  
New Bedford, Massachusetts 02740  
Contact: Joseph Bekoff  
Tel:(508) 993-1773  
Fax:(508) 426-4126  
Product: fish, shrimp, molluscs,  
breaded, prepared

**ATLANTIC CROSSINGS INC.**  
206 Dedham Street  
Norfolk, Massachusetts 02056  
Contact: Vin Sbano  
Tel:(508) 384-7785  
Product: seafood distributor

**ATLANTIC GEM SEAFOODS INC.**  
P.O. Box 3045  
New Bedford, Massachusetts 02741  
Contact: Thomas Reilly  
Tel:(508) 999-5861  
Fax:(508) 999-5668  
Product: fish, lobster, scallops

**ATLANTIC SEACOVE INC.**  
402 C Street  
Boston, Massachusetts 02210  
Contact: John P. Wojtasinski  
Tel:(617) 357-9229  
Fax:(617) 482-7733  
Product: swordfish, tuna, shark

**BAY SHORE GROUP LTD.**  
P.O. Box 1140  
Hudson, New Hampshire 03051-1140  
Contact: Michael F. Langley  
Tel:1-800-544-1017  
Fax:(603) 881-5666  
Product: fish, crab, prepared

**BAY STATE LOBSTER CO.INC.**  
379-395 Commercial Street  
Boston, Massachusetts 02109  
Contact: Richard Faro  
Tel:(617) 523-4588  
Product: seafood distributor

**BFS CORPORATION**  
11 South Main Street  
Natick, Massachusetts 01760  
Contact: G.K. Winchenbach  
Tel:(508) 655-9500  
Fax:(508) 653-2319  
Product: fish meal, fish oil

**CHANNEL FISH PROCESSING CO.**  
69 Shirley Street  
Boston, Massachusetts 02119  
Contact: Roy Zaffiro  
Tel:(617) 445-9070  
Fax:(617) 445-7304  
Product: fish, scallops, breaded,  
prepared

**CROCKER & WINSOR SEAFOODS**  
145 Northern Avenue  
Boston, Massachusetts 02210  
Contact: S.H. Bloom  
Tel:(617) 462-6646  
Fax:(617) 482-7471  
Product: fish, shrimp, crab, lobster,  
molluscs, breaded, prepared

**DEBORST SEAFOODS INC.**  
35 Perwal Street  
Westwood, Massachusetts 02090  
Contact: David F. Colby  
Tel:(617) 329-8160  
Fax:(617) 329-6715  
Product: fish, shrimp, crab, lobster

**DEMOULOS SUPERMARKETS**  
875 East Street  
Tewksbury, Massachusetts 01876  
Contact: Ron Carigan  
Tel:(508) 851-7381  
Product: seafood distributor

**DI MARE SEAFOODS COMPANY**  
585 North Shore Road  
Revere, Massachusetts 02151  
Contact: Paul J. DiMare  
Tel:(617) 289-7687  
Fax:(617) 289-8344  
Product: oysters, clams, mussels

**DOLE & BAILEY INC.**  
24 Fish Pier  
Boston, Massachusetts 02210  
Contact: Susan Adelson  
Tel:(617) 935-1234  
Fax:(617) 348-2847  
Product: seafood distributor

**EAST COAST SEAFOOD INC.**

175 Alley Street  
P.O. Box 790  
Lynn, Massachusetts 01903  
Contact: Spiros Tourkakis  
Tel:(617) 593-1737  
Fax:(617) 599-2670  
Product: fish, lobster

**FOLEY (M.F.) FISH CO.**

24 W. Howell Street  
Dorchester, Massachusetts 02125  
Contact: Frank Foley  
Tel:(617) 288-1300  
Product: seafood distributor

**FORTUNE SEAS LIMITED**

65 Eastern Avenue  
P.O. Box 688  
Essex, Massachusetts 01929  
Contact: Leslie D. McEachern  
Tel:(508) 281-6666  
Fax:(508) 768-3474  
Product: fish, shrimp, crab, lobster,  
oysters, clams, mussels, scallops,  
breaded, prepared

**FRESH WATER FISH COMPANY**

145 Northern Avenue  
Boston, Massachusetts 02210  
Contact: Anthony Klos  
Tel:(617) 227-4232  
Fax:(617) 426-8766  
Product: fish, fresh, frozen

**FRIONOR U.S.A. INC.**

P.O. Box 2087  
40 Hennan Melville Blvd.  
New Bedford, Massachusetts 02741  
Contact: Humberto Rego  
Tel:(508) 997-0031  
Fax:(508) 997-5820  
Product: fish, shrimp, prepared

**G.F. HIGGINS INC.**

825 Washington Street  
Pembroke, Massachusetts 02359  
Contact: Dan LaFleur  
Tel:(617) 826-6858  
Fax:(617) 826-4161  
Product: fish, shrimp, crab, lobster,  
oysters, clams, mussels, surimi,  
breaded, prepared

**G.P. HALE FISH CO.**

145 Northern Avenue  
Boston, Massachusetts 02210  
Contact: Wayne Hale  
Tel:(617) 423-7185  
Product: seafood distributor

**GEORGE BURKE SEAFOOD SALES**

20 Oak Street  
Beverly Farms, Massachusetts 01915  
Contact: George H. Burke  
Tel:(508) 927-7424  
Fax:(508) 927-7553  
Product: fish, shrimp, crab, lobster

**GORTON'S SEAFOODS**

88 Rogers Street  
Gloucester, Massachusetts 01930  
Contact: Matthew Weber  
Tel:(508) 283-3000  
Fax:(508) 281-7308  
Product: fish, shrimp, molluscs

**GRAFFAM BROS.**

18 Central Street  
Rockport, Maine 04856  
Contact: James H. Graffam  
Tel:(207) 236-8391  
Fax:(207) 236-2569  
Product: fresh lobster

**IPSWICH SHELLFISH CO. INC.**

14 Hayward Street  
Ipswich, Massachusetts 01938  
Contact: Peter Maistrellis  
Tel:(508) 356-4371  
Product: seafood distributor

**JANA BRANDS**

17 Mercer Road  
Natick, Massachusetts 01760  
Contact: Alan Lipocky  
Tel:(508) 620-0001  
Fax:(508) 651-3001  
Product: crab, lobster, surimi

**JOHN NAGLE COMPANY**

306 Northern Avenue  
Boston, Massachusetts 02210  
Contact: Russell J. Nagle  
Tel:(617) 542-9416  
Fax:(617) 423-7461  
Product: lobster, molluscs, scallops

**JORDAN'S MEAT INC.**

38 India Street  
Portland, Maine 04104  
Contact: Richard Giles  
Tel:(207) 772-5411  
Product: seafood distributor

**LEBOEUF & ASSOCIATES INC.**

368 Hillside Avenue  
Needham Heights,  
Massachusetts 02194  
Contact: Normand M. Le Boeuf  
Tel:(617) 444-5666  
Fax:(617) 449-7658  
Product: fish, shrimp, crab, lobster,  
breaded, prepared, surimi, scallops,  
squid, oysters, clams, mussels

**LEGAL SEAFOODS INC.**

33 Everett Street  
Allston, Massachusetts 02134  
Contact: Roger Berkowitz  
Tel:(617) 783-8084  
Product: seafood distributor

**MALONEY SEAFOOD CORPORATION**

235 Northern Avenue  
Boston,  
Massachusetts 02210  
Contact: Thomas M. Maloney Jr.  
Tel:(617) 426-5400  
Fax:(617) 738-6024  
Product: fish, crab, lobster

**MAR-LEES SEAFOOD INC.**

110 Herman Melville Blvd.  
P.O. Box 1904  
New Bedford,  
Massachusetts 02740  
Contact: John A. Lees  
Tel:(508) 991-6026  
Fax:(508) 990-3466  
Product: fish, fresh, frozen

**MARTIN INT'L CORPORATION**

P.O. Box 987  
Brookline, Massachusetts 02146  
Contact: Lorri Murray  
Tel:(617) 731-1717  
Fax:(617) 731-4257  
Product: fish, fresh, frozen, smoked,  
cured

**MAYFLOWER INTERNATIONAL LTD.**  
65 Middle Street  
P.O. Box 1770  
Gloucester, Massachusetts 01930  
Contact: William C. Quinby  
Tel:(508) 281-2320  
Fax:(508) 281-6958  
Product: fish, shrimp, lobster,  
oysters, clams, mussels

**MERIDIAN PRODUCTS INC.**  
39 Foster Street  
New Bedford, Massachusetts 02740  
Contact: Tom Halstead  
Tel:(508) 990-1011  
Fax:(508) 990-1088  
Product: fish, shrimp, crab, lobster

**NATIONAL FISH & SEAFOOD INC.**  
129 Commercial Street  
Malden,  
Massachusetts 02148  
Contact: Jack A. Ventola  
Tel:(617) 397-8774  
Fax:(617) 321-4323  
Product: fish, shrimp, crab, lobster,  
molluscs, breaded, prepared

**NEW BOSTON SEAFOODS**  
2 Food Mart Road  
Boston,  
Massachusetts 02188  
Contact: Al Chiacchio  
Tel:(617) 770-8021  
Product: seafood distributor

**NEW ENGLAND SHRIMP CO. INC.**  
1 New England Way  
Ayer, Massachusetts 01432  
Contact: Samuel Giso  
Tel:(508) 772-7700  
Fax:(508) 772-0337  
Product: frozen shrimp

**NORDIC GROUP INC.**  
303 Congress Street  
Boston,  
Massachusetts 02210  
Contact: Terje Korsnes  
Tel:(617) 951-2992  
Fax:(617) 951-0110  
Product: frozen fish, frozen shrimp,  
smoked fish

**NORTH ATLANTIC FISH CO.**  
66 Commercial Street  
Gloucester,  
Massachusetts 01930  
Contact: Frank Cefalo  
Tel:(508) 283-4121  
Fax:(508) 283-5948  
Product: fish, shrimp, breaded,  
prepared

**NORTH COAST SEAFOODS**  
12-14 Fargo Street  
Boston,  
Massachusetts 02210  
Contact: Norman Stavits  
Tel:(617) 523-0685  
Fax:(617) 345-4415  
Product: fresh, frozen, smoked,  
canned

**NORTHERN OCEAN RESOURCES**  
89 Front Street Peer  
P.O. Box 968  
Marblehead,  
Massachusetts 01945  
Contact: James LeBoeuf Jr.  
Tel:(617) 631-9595  
Fax:(617) 631-2336  
Product: fish, shrimp, crab, lobster,  
oysters, clams, oysters, surimi,  
breaded, prepared

**OAK ISLAND FISHERIES INC.**  
P.O. Box 907  
130 Tillson Avenue  
Rockland,  
Maine 04841  
Contact: Asger Jorgensen  
Tel:(207) 596-7102  
Fax:(207) 596-7105  
Product: fresh fish, fresh shrimp

**OCEAN FRESH SEAFOOD INC.**  
473 E. Washington Street  
North Attleboro,  
Massachusetts 02760-2310  
Contact: Robert G. Coutu  
Tel:(508) 695-7067  
Fax:(508) 699-6970  
Product: fresh/frozen fish, shrimp,  
crab, lobster, oysters, scallops,  
clams, mussels, surimi, breaded,  
prepared products

**OCEANS UNLIMITED SEAFOODS**  
P.O. Box 249  
861 Lafayette Road  
Hampton,  
New Hampshire 03842  
Contact: Edmund J. Monette  
Tel:(603) 926-8515  
Fax:(603) 926-2203  
Product: fish, shrimp, crab, lobster,  
scallops, breaded, prepared

**OCEAN VENTURE INC.**  
149 Maple Street  
Danvers, Massachusetts 01923  
Contact: Norm Desrochers  
Tel:(508) 774-9390  
Product: seafood distributor

**O'DONNELL-USEN FISHERIES  
CORPORATION**  
255 Northern Avenue  
Boston, Massachusetts 02210  
Contact: Jeffrey Payne  
Tel:(617) 542-2700  
Fax:(617) 482-3527  
Product: seafood distributor

**OMEGA SEA INC.**  
138 Spring Street  
Newport,  
Rhode Island 02640  
Contact: Peter Moahrke  
Tel:(401) 846-0066  
Fax:(401) 846-6170  
Product: fish, shrimp, molluscs

**RAINBOW SEAFOODS INC.**  
159 East Main Street  
P.O. Box 198,  
Gloucester, Massachusetts 01930  
Contact: Frank T. Powell  
Tel:(508) 263-5103  
Fax:(508) 283-3721  
Product: fish, shrimp, crab, lobster,  
molluscs, breaded, prepared

**RITE FOODS INC.**  
500 E. Street  
Boston, Massachusetts 02210  
Contact: Bruce J. Rubin  
Tel:(617) 426-1144  
Fax:(617) 426-6741  
Product: fish, smoked, cured



**ROYAL GREENLAND U.S.**

P.O. Box 1342  
 Gloucester, Massachusetts 01930  
 Contact: Lawrence E. O'Toole  
 Tel:(508) 283-0497  
 Fax:(508) 283-8554  
 Product: fish, shrimp, lobster

**SCAN FOODS INC.**

66 Adams Street  
 P.O. Box 1292  
 Westborough, Massachusetts 01581  
 Contact: Heige Helland  
 Tel:(508) 366-9095  
 Fax:(508) 366-9097  
 Product: frozen fish

**SEA-TREK ENTERPRISES INC.**

45 Water Street  
 P.O. Box 59  
 East Greenwich, Rhode Island 02818  
 Contact: Peter C. Coop  
 Tel:(401) 884-3814  
 Fax:(401) 884-5443  
 Product: fish, shrimp, crab, lobster,  
 molluscs, breaded, prepared

**SEABIRD FISHERIES CORP.**

P.O. Box 908  
 Essex, Massachusetts 01929  
 Contact: Robert R. McPhail  
 Tel:(508) 768-6360  
 Fax:(508) 768-3601  
 Product: fish, crab, molluscs

**SEAFOOD RESOURCES LTD.**

400 Massasolt Avenue  
 Suite #103  
 East Providence, Rhode Island  
 02914  
 Contact: Michael J. Burke Jr.  
 Tel:(401) 435-4500  
 Fax:(401) 435-4525  
 Product: fish, shrimp, crab, lobster,  
 molluscs, breaded, prepared

**SEAMARK CORPORATION**

63 Main Street  
 Gloucester, Massachusetts 01930  
 Contact: Sidney H. Cohen  
 Tel:(508) 281-6490  
 Fax:(508) 283-6735  
 Product: fish, shrimp, crab, lobster

**SEAWISE INC.**

4 Greenleaf Woods Drive  
 Suite #301  
 Portsmouth,  
 New Hampshire 03801  
 Contact: Michael G. Smith  
 Tel:(603) 433-2703  
 Fax:(603) 433-6677  
 Product: frozen fish, breaded

**SHORESIDE INC.**

130 Tower Hill Road  
 P.O. Box 381  
 North Kingstown,  
 Rhode Island 02852  
 Contact: Russell Haft  
 Tel:(401) 294-6650  
 Fax:(401) 294-6729  
 Product: fish, shrimp, crab, lobster,  
 molluscs

**SLADE GORTON & CO. INC.**

295 A Street  
 Boston, Massachusetts 02210  
 Contact: Jack Stanton  
 Tel:(617) 357-5800  
 Fax:(617) 426-7238  
 Product: fish, shrimp, crab, lobster,  
 molluscs, breaded, prepared, surimi,  
 scallops, squid

**SOUTH STREAM SEAFOODS INC.**

376 Main Street  
 P.O. Box 1637  
 East Greenwich,  
 Rhode Island 02818  
 Contact: Mark A. Soderstrom  
 Tel:(401) 885-6550  
 Fax:(401) 685-6554  
 Product: fish, crab, lobster, scallops,  
 breaded, prepared

**STAVIS SEAFOODS INC.**

7 Channel Street  
 Boston,  
 Massachusetts 02210  
 Contact: Mary Stavis  
 Tel:(617) 482-6349  
 Fax:(617) 482-1340  
 Product: cuttlefish, fish, shrimp, crab,  
 lobster, surimi, breaded, prepared,  
 oysters, clams, mussels, scallops,  
 squid

**STEVE CONNOLLY SEAFOOD CO.**

10 Newmarket Square  
 Boston, Massachusetts 02118  
 Contact: John J. Curley  
 Tel:(617) 427-7700  
 Fax:(617) 427-7697  
 Product: fish, shrimp, crab, lobster,  
 molluscs, breaded, prepared

**SUPREME SEA PRODUCTS**

111 Foster Street  
 Tannery Gardens  
 Peabody, Massachusetts 01960  
 Contact: Alfred R. Catizone  
 Tel:(508) 532-0850  
 Fax:(508) 532-3474  
 Product: fish, shrimp, crab, lobster,  
 molluscs, breaded, prepared

**THE CANADIAN SCALLOP CORP.**

P.O. Box 816  
 925 Main Street  
 East Greenwich, Rhode Island 02818  
 Contact: Peter O. Marlon  
 Tel:(401) 738-6500  
 Fax:(401) 684-0520  
 Product: fish, shrimp, crab, lobster,  
 breaded, prepared

**THE HADLEY GROUP LTD.**

Oliver & Main Streets, P.O. Box 206  
 North Easton, Massachusetts 02356  
 Contact: Ronald E. Hadley  
 Tel:(508) 238-6515  
 Fax:(508) 238-7963  
 Product: fish, shrimp, crab, lobster,  
 oysters, clams, mussels, breaded,  
 prepared

**TURNER FISHERIES INC.**

1 Fish Pier  
 Boston, Massachusetts 02210  
 Contact: John Turner  
 Tel:(617) 426-6530  
 Product: seafood distributor

**U.S. FRESH CORPORATION**

62 Hassey Street  
 New Bedford, Massachusetts 02740  
 Contact: Craig Weatherley  
 Tel:(508) 991-5700  
 Fax:(508) 991-5556  
 Product: fresh, frozen

**UNIVERSAL FISH OF BOSTON**

500 West Cummings Park  
 Suite #4050  
 Weburn, Massachusetts 01801  
 Contact: Thomas A Katz  
 Tel:(617) 938-1111  
 Fax:(617) 932-3386  
 Product: fish, shrimp, crab, lobster,  
 molluscs, breaded, prepared

**VIKING SEAFOODS INC.**

P.O. Box 159  
 50 Crystal Street  
 Malden, Massachusetts 02148  
 Contact: Charles Gulino  
 Tel:(617) 321-6050  
 Fax:(617) 397-0527  
 Product: seafood distributor

**WEST BAY IMPORTS LTD.**

925 Main Street  
 East Greenwich,  
 Rhode Island 02818  
 Contact: Russ Haft  
 Tel:(401) 738-6500  
 Product: seafood distributor

**WHARF SEAFOODS INC.**

P.O. Box 9626  
 15 Alfred Street  
 Warwick,  
 Rhode Island 02889  
 Contact: S.R. Babigian  
 Tel:(401) 732-4303  
 Fax:(401) 738-3558  
 Product: fish, shrimp, crab, lobster,  
 molluscs, breaded, prepared

**WORLDWIDE SEAFOODS INC.**

7 Conway Street  
 New Bedford, Massachusetts 02740  
 Contact: Dennis V. Saluti  
 Tel:(508) 979-1210  
 Fax:(508) 979-1211  
 Product: fish, scallops, squid

**CANADIAN CONSULATE GENERAL**

Three Copley Place  
 Suite #400  
 Boston, Massachusetts 02116  
 United States of America  
 Tel:(617) 262-3760  
 Fax:(617) 262-3415  
 Contact: Mr. Jack McManus

## BUFFALO, NEW YORK

The post territory consists of 39 counties in Western, Central and Upstate New York, West Virginia, and Western Pennsylvania, with a total population of close to 5 million. The following list highlights some of the seafood buyers and fish distributors for major food chains in upstate New York.

**Wegman's Food Pharmacy**  
1500 Brooks Avenue  
Rochester, New York 14692  
Tel: 716-328-2550  
Fax: 716-328-9002  
Contact: Jim Kilman, Fresh/Frozen  
Products: Haddock, Lobster, Scrod

**Quality Markets Inc.**  
P.O. Box 130  
Jamestown, New York 14701  
Tel: 716-664-6010  
Fax: 716-484-6324  
Contact: Doug Gilbert, 716-484-6323  
Products: Salt-water Fish

**Pittsford Fish Market**  
3400 Monro Avenue  
Pittsford, New York 14618  
Tel: 716-381-8190  
Fax: 716-381-4231  
Contact: Nick Vasalos  
Products: Haddock

**The Lobster Trap**  
871 Fairport Road East  
Rochester, New York 14445  
Tel: 716-586-9980  
Fax: 716-586-4980  
Contact: Steve Jacobs  
Products: Fresh Lobster

**Clark's Poultry and Seafood Market**  
223 Lake Street  
Hamburg, New York 14075  
Tel: 716-649-4599  
Products: Haddock, Scrod

**CANADIAN CONSULATE**  
**One Marine Midland Centre**  
**Suite 3000, Buffalo**  
**New York 14203-2884, U.S.A.**  
**Tel: (716) 852-1247**  
**Fax: (716) 852-1247**  
**Contact: Ms. Marcia M. Grove**

**Baltimore Fish & Oyster Co.**  
792 Genesee Street  
Buffalo, New York 14211  
Tel: 716-896-6900  
Fax: 716-896-6508  
Products: Cod, Ocean Perch

**Schnieders Fish & Seafood Co.**  
451 Elmwood Avenue  
Buffalo, New York 14222  
Tel: 716-885-1460  
Fax: 716-885-1465  
Products: Fresh Haddock, Cod

**X-SEA-LNT International Corp.**  
6265 Sheridan Drive  
Williamsville, New York 14221  
Tel: 716-632-3633  
Fax: 716-632-3632  
Contact: Mark Kotok  
Products: Haddock, Scallops, Crab

**Palmer Food Services**  
900 Jefferson Road  
Rochester, New York 14623  
Tel: 716-424-3210  
Fax: 716-424-2954  
Contact: Kip Palmer, Ray Macavay  
Products: Haddock, Sole, Scallops

**Hayes Fish Co. Inc.**  
3985 Harlem Road  
Snyder, New York 14226  
Tel: 716-839-3354  
Fax: 716-839-3356  
Contact: Robert Jarus  
Products: Clams, Mussels, Halibut

**Southtowns Seafood**  
65 Mid County Drive  
Orchard Park, New York 14127  
Tel: 716-662-4413  
Fax: 716-662-0624  
Contact: Dave Norton  
Products: Haddock, Cod, Halibut

**John G. Trautwein Fish Co. Inc.**  
251 Grider Street  
Buffalo, New York 14215  
Tel: 716-893-4493  
Fax: 716-894-7325  
Contact: Ron Adler  
Products: Haddock

**King Fish Market**  
783 Plymouth Avenue  
Rochester, New York 14609  
Tel: 716-235-1900  
Contact: June Kanh  
Products: Freshwater Fish, Shellfish

**Polge Seafood Distributing Inc.**  
116 Lynch Street  
Syracuse, New York 13210  
Tel: 315-422-3474  
Fax: 315-479-8550  
Contact: Tim Polge  
Products: Lobster, Fish, Shellfish

**Montondo's Seafood Inc.**  
201 E. Avenue  
Lockport, New York 14094  
Tel: 716-434-2818/1-800-724-0312  
Fax: 716-434-2922  
Contact: Mr. Tim Ennis  
Products: Haddock, Pollack, Perch

**RMA Distributing**  
9378 Boston State Road  
Boston, New York  
Tel: 716-941-5768  
Fax: 716-941-5768  
Contact: Henry Andrzejewski  
Products: Shrimp, Lobster, Crab

**C. Bronner Company**  
6342 Lake Shore Road  
Cicero, New York 14025  
Tel: 315-699-5993  
Fax: 315-699-5901  
Products: Bullheads

## CHICAGO, ILLINOIS

Chicago, the distribution hub to the Midwestern U.S. with a population base of seven million, should be viewed as a viable and integral part of marketing, promoting, and selling Canadian fish products. O'Hare International, the world's largest airport, can readily facilitate, expedite and ensure freshness of perishable product shipments, not only to Chicago, but other parts of the world.

Of great importance is the impressive hospitality industry resulting from Chicago as a destination for business travellers (3.2 million in 1993). Chicago is host to over 27,000 corporate meetings, trade shows, and conventions, contributing in excess of \$2 billion per year to the city's economy.

The scope of the hospitality-foodservice industry becomes important when leisure travellers (11.9 million in 1993) are included in the overall statistics. In recent years, Chicago has also seen great strides by retailers to actively market and promote fish and seafood products.

In addition to offering substantial marketing opportunities, Chicago is positioned well for offering great promotional venues. Two extremely important international food shows take place in Chicago annually. Held back to back in the month of May, are the Food Marketing Institute Show (FMI) and the National Restaurant Show (NRA), both of which enjoy the status of being the biggest and best in their respected industries.

### SUPREME LOBSTER & SEAFOOD COMPANY

220 E. North Avenue  
Villa Park,  
Illinois 60181  
Contact: Anthony J. Bianco  
Tel:(708) 832-6700  
Fax:(708) 832-6688  
Product: fresh, frozen, smoked, fish, shrimp, crab, lobster, molluscs, breaded, prepared

### THE SEAFOOD MERCHANTS

900 Forest Edge Drive  
Vernon Hills,  
Illinois 60061  
Contact: Roy A. Axelson  
Tel:(708) 634-0900  
Fax:(708) 634-1351  
Product: fresh, frozen, canned, smoked, fish, shrimp, lobster, crab, molluscs, surimi, breaded, prepared

### CHICAGO FISH HOUSE

1250 West Division  
Chicago,  
Illinois 60622  
Contact: Jack Mitsakopoulos  
Tel:(312) 227-7000  
Fax:(312) 227-0451  
Product: fish, shrimp, crab, lobster, molluscs, breaded, prepared

### SLADE GORTON CO. INC.

735 West Lake Street  
Chicago, Illinois 60606  
Contact: Norbert J. Thoms  
Tel:(312) 782-4222  
Fax:(312) 782-4267  
Product: frozen, cured, fish, shrimp, crab, lobster, molluscs, breaded, prepared products

### MILFICO FOODS INC.

97 West South Water Market  
Chicago,  
Illinois 60608  
Contact: Ira Gitlin  
Tel:(312) 226-1840  
Fax:(312) 226-2409  
Product: fresh, fish, shrimp, crab, lobster, oysters, clams, mussels, breaded, prepared, surimi seafood, fish meal, fish oil

### MORLEY SALES COMPANY

809 West Madison Street  
Room #507  
Chicago,  
Illinois 60607  
Contact: Robert G. Slavik  
Tel:(312) 829-1125  
Fax:(312) 829-3680  
Product: frozen, fresh, fish, shrimp, crab, lobster, surimi seafood

### RYMER INTERNATIONAL SEAFOODS

300 West Washington  
Suite #1505  
Chicago,  
Illinois 60606  
Contact: Mark A. Ballin  
Tel:(312) 236-3266  
Fax:(312) 236-4169  
Product: frozen, fish, shrimp, crab, lobster, molluscs

### OCEAN FOODS COMPANY

2120 South Canal Street  
Chicago,  
Illinois 60616  
Contact: Robert T. Fagan  
Tel:(312) 226-5213  
Fax:(312) 225-5603  
Product: frozen, fish, shrimp, crab, lobster, molluscs, breaded, prepared, surimi seafood

### VITA FOOD PRODUCTS

2222 West Lake Street  
Chicago,  
Illinois 60612  
Contact: Stephen D. Rubin  
Tel:(312) 738-4500  
Fax:(312) 738-3215  
Product: fish, fresh, frozen, smoked, cured



**THE MAZZETTA COMPANY**

1990 St. Johns Avenue  
Suite #204  
Highland Park, Illinois 60035  
Contact: Thomas J. Mazzetta  
Tel:(708) 433-1150  
Fax:(708) 433-8973  
Product: frozen, fish, shrimp, crab,  
lobster, molluscs

**PENGUIN FROZEN FOODS**

P.O. Box 2009,  
555 Skokle Boulevard  
Northbrook, Illinois 60065  
Contact: Jack Berg  
Tel:(708) 291-9400  
Fax:(708) 291-1588  
Product: frozen, fish, shrimp, crab,  
lobster, breaded, prepared

**CENTRAL SEAWAY CO. INC.**

1845 Oak Street  
Suite #1,  
Northfield, Illinois 60093  
Contact: Jeffrey Stern  
Tel:(708) 446-3720  
Fax:(708) 446-9410  
Product: frozen, fish, shrimp, crab,  
lobster, oysters, mussels

**L.H. FROHMAN & SONS**

1580 Northwest Highway  
Park Ridge, Illinois 60068  
Contact: George B. Marczewski  
Tel:(708) 635-6520  
Fax:(708) 635-7595  
Product: fresh, frozen, canned, fish,  
shrimp, crab, lobster, clams, oysters,  
mussels, breaded, prepared

**THE FRESH FISH COMPANY**

8501 Page Boulevard  
Vinitz Park, Missouri 63114  
Contact: Thomas J. Hillman  
Tel:(314) 428-7777  
Fax:(314) 428-0751  
Product: fresh, frozen, canned,  
smoked, fish, shrimp, crab, lobster,  
oysters, clams, mussels, breaded,  
prepared, surimi seafood

**CANADIAN CONSULATE GENERAL**

Two Prudential Plaza  
180 N. Stetson Avenue  
Suite #2400,  
Chicago,  
Illinois 60601  
United States of America  
Tel:(312) 616-1860  
Fax:(312) 616-1877  
Contact: Ms. Karen L. Willhite

## DALLAS, TEXAS

The Canadian Consulate General in Dallas is responsible for a territory which includes Texas, Arkansas, Kansas, Louisiana, New Mexico and Oklahoma. It is a market of 31 million people which continues to enjoy robust population and economic growth. Texas is the second largest state in the United States, by area, and ranks third in population. Three of the country's ten largest cities are located in Texas: Houston, Dallas, and San Antonio. Although Texas is considered to be a consumer of meat and poultry, there is a definite market for the seafood industry. A wide array of seafood is imported from Louisiana, California and Massachusetts (mainly Boston). A large quantity of Canadian seafood enters Texas via Los Angeles and Boston, but as undifferentiated products. It's Canadian identity is no longer evident at the consumer level. In the Dallas territory, the biggest seafood sellers by volume are salmon, shrimp, catfish, orange roughy, surimi, and crab. Salmon and shrimps account for about 80% of the total seafood consumption. Notwithstanding the enormous quantities of shrimp harvested from the Gulf of Mexico, there is potential for species not available in Gulf waters, such as *Pandalus Borealis* and *Pandalus Jordani*.

Food Sales Systems  
2125 Vanco Drive  
Irving, Texas 75061  
Tel: 214/721-1911  
Fax: 214/554-0335  
Contact: Monte Smith  
Product: broker, seafood

Gordon-Murdock, Inc.  
5717 66th Street  
Lubbock, Texas 79424  
Tel: 806/794-4175  
Fax: 806/794-0779  
Contact: Marsha Aston, Executive  
Product: broker, seafood

The Lemmons Co.  
4300 Beltway Drive  
Dallas, Texas 75244  
Tel: 214/490-7000  
Contact: Larry Lemmons, President  
Product: broker, seafood

Lott Marketing Inc.  
1328 S. Loop W.  
Houston, Texas 77054  
Tel: 713/799-9394  
Fax: 713/799-1348  
Contact: Tommy Lott, President  
Product: broker, seafood

Luke Sules, Inc.  
4355 Center Gate  
San Antonio, 78217  
Tel: 210/655-6666  
Fax: 210/590-4121  
Contact: Joe Soules, President  
Product: broker, seafood

Marketing Management Inc.  
4717 Fletcher  
Fort Worth, Texas 76107  
Tel: 817/731-4176  
Fax: 817/731-4170  
Contact: Mike Hoooper, V.P.  
Product: broker, seafood

Marketing Specialist Corp.  
502. E. Ramsey  
San Antonio, Texas 78216  
Tel: 210/349-3101  
Fax: 210/349-8641  
Contact: Eddie Morrison  
Product: broker, seafood

Metropolitan Commercial Inc.  
4393 Sunbelt Drive  
Addison, Texas 75248  
Tel: 214/248-9090  
Fax: 214/250-3087  
Contact: Garry Burkell  
Product: broker, seafood

Nelson Brokerage Co. Inc.  
922 Isom  
San Antonio, Texas 78126  
Tel: 210/341-1010  
Fax: 210/341-2933  
Contact: Lou Alvarado,  
Product: broker, seafood

Orange Brokerage Inc.  
806 Airport  
Austin, Texas 78762  
Tel: 512/385-1853  
Fax: 512/385-1064  
Product: broker, seafood

Poulsen Foodservice Inc.  
2223 Royal Lane  
Dallas, Texas 75229  
Tel: 214/243-1851  
Fax: 214/243-6611  
Contact: Don Sibilsy, Marketing  
Product: broker, seafood

Rosett Brokerage Co. Inc.  
2114 Mannix  
San Antonio, Texas 78217  
Tel: 210/826-8059  
Fax: 210/826-1371  
Product: broker, seafood

Tower Marketing Inc.  
1133 Avenue G. East  
Arlington, Texas 76011  
Tel: 817/640-6511  
Fax: 817/633-1218  
Contact: Ron Jantz, Sales  
Product: broker, seafood

Albertson's Texas Division  
7580 Oak Grove Road  
Fort Worth, Texas 76140  
Tel: 817/568-3900  
Fax: 817/568-3961  
Contact: Mr. Tom Shear, Sales  
Product: major grocery store

American Foodservice  
4721 Simonton Road  
Dallas, Texas 75244  
Tel: 214/233-5750  
Fax: 214/299-2820  
Contact: John Bell, Buyer  
Product: distributor, seafood

Ben E. Keith Foods  
8220 Forney Road  
Dallas, Texas 75227  
Tel: 214/388-5411  
Fax: 214/388-9942  
Contact: Rob Thompson, Buyer  
Product: distributor, seafood

Brookshire Bros. Inc.  
1201 Ellen Trout Drive  
Lufkin, Texas 75901  
Tel: 409/634-8155  
Fax: 409/634-9198  
Product: major grocery store

"Chef Bubba Fine Foods"  
102 E. Freeman  
Duncanville, Texas 75116  
Tel: 214/296-6630  
Fax: 214/780-8443  
Contact: Jerry Wamble  
Product: chef for marketing clubs

Conco Food Service  
918 Edwards Avenue  
Harahan, LA 70123  
Tel: 504/733-5200  
Fax: 504/734-7156  
Contact: Nelson Trahan, Buyer  
Product: distributor, seafood

Earp Meat Co.  
6550 Kansas Avenue  
Kansas City, KS 66111  
Tel: 913/287-3311  
Fax: 913/287-3297  
Contact: Steve Hewlett, Purchasing  
Product: distributor, seafood

F. Christiana & Co. Inc.  
7251 River Road  
Marrero, LA 70072  
Tel: 504/348-3391  
Fax: 504/341-2453  
Contact: Frank M. Christiana  
Product: distributor, seafood

Fiesta Mart Inc.  
5235 Katy Freeway  
Houston, Texas 77007  
Tel: 713/869-5060  
Fax: 713/869-6197  
Product: major grocery store

Fleming Companies Inc.  
6301 Waterford Boulevard  
Oklahoma City, OK 73118  
Tel: 405/840-7200  
Fax: 405/841-8254  
Contact: Lance Singleton, Manager  
Product: wholesale grocer

Grocery Supply Co.  
130 Hillcrest Drive  
Sulphur Springs, Texas 75482  
Tel: 903/885-7621  
Fax: 903/885-6091  
Contact: James Jackson, Buyer  
Product: distributor, seafood

H. E. Butt Grocery Company  
4710 N. Pan Am Expressway  
San Antonio, Texas 78218  
Tel: 210/662-5415  
Fax: 210/662-5223  
Contact: Jeff Franzblau, Seafood  
Product: grocery store chain, broker

Imperial Food Supply Inc.  
4800 North Street  
Baton Rouge, LA 70896  
Tel: 504/924-4222  
Fax: 504/924-3362  
Contact: Wayne Jumbonville, Buyer  
Product: distributor, seafood

Kraft Foodservices Inc.  
2200 Commercial Street  
Little Rock, AR 72216  
Tel: 501/375-3282  
Fax: 501/375-7641  
Product: distributor, seafood

Kraft Foodservice, Inc.  
525 Central Park Drive, # 525  
Oklahoma City, OK 73105  
Tel: 405/524-8411  
Fax: 405/556-9898  
Product: distributor, seafood

Kroger Co.  
1901 Gateway  
Irving, Texas 75038  
Tel: 214/580-3000  
Fax: 214/580-3099  
Contact: Danny Rider, Buyer  
Product: major grocery store

Kroger Co., Houston Division  
16770 Imperial Valley Drive  
Houston, Texas 77060  
Tel: 713/820-7500  
Fax: 713/820-7557  
Product: major grocery store

Landlock Seafood Co.  
1815 Trinity Valley Drive  
Carrollton, Texas 75006  
Tel: 214/241-7500  
Fax: 214/243-3897  
Contact: Janet Shelton, Manager  
Product: distributor, seafood

Magnolia Seafood  
1901 Preston  
Houston, Texas 77002  
Tel: 713/224-7505  
Fax: 713/225-0911  
Contact: Jack Owski, Buyer  
Product: seafood wholesaler

McLane Foodservice  
3015 Center Street  
Temple, Texas 76503  
Tel: 817/778-4519  
Fax: 817/770-0020  
Contact: Charles Jones, Purchasing  
Product: distributor, seafood

Mid-Central/Sysco Food Services  
1915 Kansas City Road  
Olathe, KS 66061  
Tel: 913/829-5555  
Fax: 913/829-2037  
Contact: Jim Perry, Buyer  
Product: distributor, seafood

Minyard Food Stores  
777 Freeport Parkway  
Coppell, Texas 75019  
Tel: 214/393-8700  
Fax: 214/462-9407  
Contact: Arley Morrison, V.P.  
Product: major grocery store

North Atlantic Seafood  
4746 Dodge  
San Antonio, Texas 78217  
Tel: 210/655-4746  
Fax: 210/655-0252  
Product: distributor

**Randall's Food Markets Inc.**  
 3663 Briarpark  
 Houston, Texas 77042  
 Tel: 713/268-3674  
 Fax: 713/268-3810  
 Contact: Steve Fraley, Director  
 Product: major grocery store

**Rice Food Markets**  
 5333 Gulfon  
 Houston, Texas 77081  
 Tel: 713/662-7700  
 Fax: 713/662-7757  
 Contact: Ron Shernak, Buyer  
 Product: major grocery store

**Sam's Club**  
 608 Southwest, 8th Street  
 Bentonville, AR 72712-6297  
 Tel: 501/277-7451  
 Fax: 501/277-7336  
 Contact: Debbie Sears, Buyer  
 Product: wholesale marketing clubs

**Scrivner, Inc.**  
 5701 North Shartel  
 Oklahoma City, OK 73118  
 Tel: 405/841-5500  
 Fax: 405/841-5778  
 Contact: Dianne Stokes, Buyer  
 Product: wholesale grocer

**Seafood Supply**  
 1500 E. Griffin Street  
 Dallas, Texas 75215  
 Tel: 214/565-1851  
 Fax: 214/421-2831  
 Contact: Glenda B. Uttram, Buyer  
 Product: seafood wholesaler

**Sysco Corporation**  
 1390 Enclave Parkway  
 Houston, Texas 77077  
 Tel: 713/584-1297  
 Fax: 713/584-2588  
 Contact: Debra Sixta, Manager  
 Product: full line foodservice distributor

**Tom Thumb Food and Pharmacy**  
 14303 Inwood Road  
 Dallas, Texas 75244  
 Tel: 214/661-9700  
 Contact: Craig McNight, V.P.  
 Product: major grocery store

**Tri-State Wholesale Assoc.**  
 1000 Hawkins  
 El Paso, Texas 79915  
 Tel: 915/774-6400  
 Fax: 915/774-6443  
 Contact: Waldo Cavender, Buyer  
 Product: seafood wholesaler

**U.S. Foodservice Inc.**  
 (White Swan Foodservice)  
 P.O. Box 2804,  
 Lubbock,  
 Texas 79408  
 Tel: 806/747-5204  
 Fax: 806/747-6388  
 Contact: Darlene Rogers, Buyer  
 Product: distributor, seafood

**William E. Davis & Sons**  
 #37, North West  
 122nd Street  
 Oklahoma City,  
 Oklahoma 73114  
 Tel: 405/751-4660  
 Fax: 405/749-3475  
 Contact: Waylon Lovelady, Buyer  
 Product: distributor, seafood

**Winn-Dixie Texas, Inc.**  
 5500 South Freeway  
 Fort Worth,  
 Texas 76115  
 Tel: 817/921-1100  
 Fax: 817/921-1381  
 Contact: Tony Stover, Buyer  
 Product: major grocery store

## **CANADIAN CONSULATE GENERAL**

**St. Paul Place,  
 Suite #1700  
 750 N. St. Paul Street  
 Dallas,  
 Texas 75201  
 United States of America  
 Tel:(214) 922-9806  
 Fax:(214) 922-9815  
 Contact: Mr. Marcel Saucier**



## DETROIT, MICHIGAN

The population of Michigan is approximately 9.3 million people. The work force is largely comprised of blue collar workers, with the automotive industry dominating employment. According to the Michigan Department of Natural Resources, the consumption of fish products from commercial catch is 12 grams per person per day. The total commercial catch fishery market size in Michigan is estimated at 89 million pounds. The Canadian seafood exports a wide variety of fish species to the Michigan marketplace, however, only a few of these species represent significant volumes. Canadian seafood exports to Michigan are the equivalent of 12.8 million lbs, therefore, Canada's exports to Michigan represent a market share of approximately 14.4 percent of all consumption of commercial caught fish in Michigan.

Akron Seafood Inc.  
342 East South  
Akron, Ohio  
Tel:(216) 434-4721  
Product: frozen seafood

Associated Grocers Inc.  
30 South Fourth Street  
Dennison,  
Ohio 44621  
Tel:(614) 922-3251  
Product: broker, seafood

Atlantic Fish & Seafood Dist. Co.  
1016 Tuscarawas  
East Canton, Ohio  
Tel:(216) 454-1307  
Product: frozen seafood

Axelrod Distributing Company  
10101 Quincy  
Cleveland, Ohio  
Tel:(216) 721-6010  
Product: frozen seafood

Big Bear Stores Company  
770 West Goodale Blvd.  
Columbus, Ohio 43212  
Tel:(614) 464-6500  
Product: broker, seafood

Cardinal Foods Inc.  
4700 Fisher Road  
Columbus, Ohio 43228  
Tel:(614) 878-7171  
Product: broker, seafood

First National Supermarkets (Ohio)  
17000 Rockside Road  
Maple Heights, Ohio 44137  
Tel:(216) 587-7100  
Product: broker, seafood

Fisher Food Marketing Inc.  
1365 Cherry Avenue  
Canton, Ohio 44714  
Tel:(216) 453-5408  
Product: broker, seafood

Fleming Company Inc.  
P.O. Box 207,  
Massilon,  
Ohio 44648  
Tel:(216) 879-5681  
Product: broker, seafood

Fred W. Albrecht Grocery Company  
2700 Gilchrist Road  
Akron, Ohio 44035  
Tel:(216) 733-2861  
Product: broker, seafood

Fulton Fish Company Inc.  
3610 Woodland Avenue  
Cleveland, Ohio  
Tel:(216) 241-7798  
Product: fresh seafood

Heinens Inc.  
20601 Aurora Road  
Warrensville Heights,  
Ohio 44146  
Tel:(216) 475-2300  
Product: broker, seafood

Liberty Fish  
4101 Stilmore  
Cleveland, Ohio  
Product: frozen seafood

Navillus Gourmet Fish Company  
19120 Detroit Road  
Cleveland, Ohio  
Tel:(216) 333-7327  
Product: fresh seafood

Noble Fish  
16708 Chagrin Blvd.  
Cleveland, Ohio  
Tel:(216) 752-7220  
Product: fresh seafood

Northern Haserot Company  
2000 West 14th Street  
Cleveland, Ohio  
Tel:(216) 439-0600  
Product: fresh seafood

Riser Foods  
5300 Richmond Road  
Bedford Heights, Ohio 44146  
Tel:(216) 292-7000  
Product: broker, seafood

State Fish Company Inc.  
1600 Merwin  
Cleveland, Ohio  
Tel:(216) 696-0080  
Product: frozen seafood

The Kroger Company  
1014 Vine Street  
Cincinnati,  
Ohio 45201  
Tel:(513) 762-4000  
Product: broker, seafood

W.W. Meats Inc.  
2394 Canal Road  
Cleveland, Ohio  
Tel:(216) 621-7846  
Product: frozen seafood

Waterfront Seafoods  
5299 Crayton Avenue  
Cleveland, Ohio  
Tel:(216) 881-4111  
Product: fresh seafood

Borman's Inc./Farmer Jacks  
Division of A&P  
18718 Borman Avenue  
Detroit, Michigan 48228  
Tel:(313) 270-1000  
Contact: Bill Slimmen  
Product: Services seafood to  
grocery markets

C. Mascari & Associates  
28157 Dequindre Road  
Madison Heights, Michigan  
Tel:(313) 399-0950  
Product: broker, seafood

Caramagno Foods Co. Inc.  
14255 Dequindre Avenue  
Detroit, Michigan 48212  
Tel:(313) 869-8200  
Product: seafood

D. & W. Food Center Inc.  
3966-44th Street S.W.  
Grandville, Michigan 49418  
Tel:(616) 538-2180  
Contact: Larry Laninga  
Product: Services grocery markets

Fata & Sons Inc.  
16740 Industrial Parkway  
Lansing, Michigan 48906  
Tel:(517) 321-5991  
Product: seafood

Glen's Markets  
829 West Main Street  
Gaylord, Michigan 49735  
Contact: Larry Schumanns  
Product: Services seafood to  
grocery markets

Gordon Food Service Inc.  
333-50th Street S.W.  
Grand Rapids, Michigan 49508  
Tel:(616) 530-7000  
Contact: Jim Linton  
Product: distributor of seafood

Grants-Sysco Food Service Inc.  
2700 Perkins Avenue  
Saginaw, Michigan 48601  
Tel:(517) 752-3161  
Product: distributor of seafood

Halling Brown  
37475 Schoolcraft Street  
Livonia, Michigan 48150  
Tel:(313) 591-0805  
Product: seafood

Hamady Brothers Food Markets Inc.  
3301 South Dort Highway  
Flint, Michigan 48507  
Tel:(313) 744-0000  
Contact: Phil Hollander  
Product: Services seafood to  
grocery markets

Harding's Market West Inc.  
211 Bannister Street  
Kalamazoo, Michigan 49080  
Tel:(616) 685-9807  
Contact: Dave Glidden  
Product: Services grocery markets

James K. Tamakian & Co.  
P.O.Box 2127  
Detroit, Michigan 48037  
Tel:(313) 424-8500  
Product: trading house

King Frost Foods Inc.  
1900 Alfred Street  
Detroit, Michigan 48207  
Tel:(313) 567-1387  
Contact: Tom Solomon  
Product: seafood

Lombardi Foodservice  
2465--23 Mile Road  
Utica, Michigan 48087  
Tel:(313) 254-3550  
Product: distributor of seafood

Meadowdale Foods Inc.  
8711 Meadowdale Avenue  
Detroit, Michigan 48228  
Tel:(313) 943-3300  
Contact: Tom Yanaga  
Product: Services grocery markets

Meijer Inc.  
2929 Walker Avenue N.W.  
Grand Rapids, Michigan 49504  
Tel:(616) 453-6711  
Contact: Dale Mathews  
Product: Services grocery markets

Mid State Fruit Inc.  
Boon Road  
Cadillac, Michigan 49601  
Tel:(616) 775-2439  
Product: distributor of seafood

Miesel/Sysco Foodservice Co.  
41600 Van Born Road  
Canton, Michigan 48188  
Tel:(313) 397-7990  
Contact: Don Staley  
Product: distributor of seafood

Northland Marketing  
P.O.Box 865  
Southfield,  
Michigan 48037  
Tel:(313) 353-0222  
Product: seafood

Northwest Food Company  
12301 Conanat  
Detroit, Michigan 48212  
Tel:(313) 368-2500  
Product: seafood

Sahakian, Saum & Gordon Brokers  
15160 W. Eight Mile Road,  
Suite #207  
Oak Park, Michigan 48237  
Tel:(313) 968-4800  
Product: broker, seafood

Salasnek Fisheries Inc.  
2140 Wilkins Street  
Detroit, Michigan 48207  
Tel:(313) 567-2000  
Contact: Roy Phillips  
Product: distributor of fresh various  
seafood outlets

Standard Fish Distributors  
1011 East Ferry  
Detroit, Michigan 48208  
Tel:(313) 871-1115  
Contact: Howard/David Halpern  
Product: distributor of seafood

Stapleton's  
2375 Midland Road  
Hemlock, Michigan 48626  
Tel:(517) 642-5211  
Product: seafood

Superior Fish Company  
327 East Fourth Street  
Royal Oak, Michigan 48067  
Tel:(313) 541-4632  
Contact: David Dean  
Product: distributor of seafood

Superior Seafoods  
4243 Broadmoor S.E.  
Grand Rapids, Michigan 49508  
Tel:(616) 698-7700  
Product: seafood

Sysco/Frost-Pack Food Services  
3700 Sysco Ct. S.E.  
Grand Rapids, Michigan 49508  
Tel:(616) 949-3700  
Product: distributor of seafood

The Great Atlantic and Pacific Tea  
19900 W. Nine Mile Road  
Southfield, Michigan 48075  
Tel:(313) 353-1212  
Contact: Bob Folwell  
Product: services seafood to grocery markets

The Kroger Company  
17197 Laurel Park Drive North  
Livonia, Michigan 48151  
Tel:(313) 462-6800  
Contact: Russ Kittleson  
Product: services seafood to grocery markets

The Pfeister Company  
P.O.Box 3304  
36300 Schoolcraft Street  
Livonia, Michigan 48150  
Tel:(313) 591-1900  
Product: broker, seafood

The Sonneveldt Co.  
435 Ionia Avenue S.W.  
Grand Rapids, Michigan 49503  
Tel:(616) 456-7171  
Product: seafood

United Fish distributors  
1349 Adelaide Avenue  
Detroit, Michigan 48207  
Tel:(313) 567-6533  
Contact: Louis Davis  
Product: distributor of seafood

Western Fish Co. Inc.  
2515 Michigan Ave  
Detroit, Michigan 48216  
Tel:(313) 237-0080  
Contact: Mike Davidson,  
Product: distributor of seafood

Weyand Fisheries Inc.  
471 Biddle Street  
Wyandotte, Michigan 48208  
Tel:(313) 284-0400  
Contact: Pat Weyand  
Product: seafood

**CANADIAN CONSULATE GENERAL**  
600 Renaissance Center,  
Suite #1100,  
Detroit,  
Michigan 48243-1798  
United States of America  
Tel:(313) 567-2085  
Fax:(313) 567-2164  
Contact: Mr. Ron Biddle

## LOS ANGELES, CALIFORNIA

California offers Canadian seafood exporters a market of 30 million plus consumers, slightly larger than the Canadian domestic market. Seafood has increasingly become a more significant part of the average diet for Californians, and in fact, California has the highest per capita consumption of Seafood in the USA. There are two major trade shows featuring seafood held annually in the United States, the Boston Seafood Show and the Sea Fare International. Sea Fare held in September at the Long Beach Convention Centre in Long Beach, California, offers visitors access to representatives from all facets of the seafood industry. Canadian exporters who visit the show have the opportunity to make contact with potential clientele from all sectors of the seafood industry in the United States.

Alco  
119 Wilhardt Street  
Los Angeles, California 90012  
Tel:(213) 222-6001  
Contact: Alan Wong  
Product: Shellfish, Shrimp

Alpine International Corporation  
690 Moulton Avenue (90031)  
P.O.Box 60929  
Los Angeles,  
California 90060  
Tel:(213) 222-9196  
Contact: Frank Lee  
Product: Scallop, Lobster, Shrimp,  
Crab, Squid

Amende & Schultz Inc.  
1017 Fremont Avenue  
P.O.Box 788  
South Pasadena,  
California 91030  
Tel:(213) 682-3806  
Contact: Neil Osser  
Product: Fish, Shellfish

American Hong Kong Everon  
Company  
413 North Harvard Blvd.  
Los Angeles, California 90004  
Tel:(213) 611-6302  
Contact: John Kwong  
Product: Frozen Fish, Shellfish

Aria International Investments  
150 South Los Robles Avenue, #5  
Pasadena,  
California 91101  
Tel:(818) 795-7720  
Fax:(818) 795-7738  
Contact: Parviz Aria  
Product: Fish, Shellfish

Asia Shipping & Trading Corporation  
1117 Westminster Avenue  
Alhambra,  
California 91803  
Tel:(818) 576-8493  
Contact: Kenneth H.Y. Chao  
Product: Fish (Frozen/Canned)

B/R Sales Company Inc.  
6924--G Canby Avenue, #119,  
Reseda, California 91335  
Tel:(818) 705-6511  
Contact: Stan Arnett  
Product: Fish, Shrimp, Scallops,  
Swordfish

Bangkok Market Inc.  
2849 Leonis Blvd.  
Los Angeles,  
California 90058  
Tel:(213) 585-5385  
Contact: Mary Tila  
Product: Frozen Fish, Shellfish

Bromar Food Service Sales  
9420-G Telstar Avenue  
Suite #200,  
El Monte,  
California 91731  
Tel:(818) 442-9310  
Contact: John Hassey  
Product: Fish, Seafood

Bumble-Bee Seafoods Inc.  
P.O.Box 23508  
San Diego,  
California 92123  
Tel:(619) 560-0404  
Fax:(619) 560-6595  
Contact: J.T. McCarthy  
Product: Fish, Shellfish, Tuna,  
Salmon, Oyster

Cabco Export Inc.  
28635 Hazelridge Drive  
P.O. Box 7000-167  
Rancho Palos Verdes,  
California 90274  
Tel:(213) 377-1427  
Contact: Mike Hayashi  
Product: Salmon, Crab, Herring Roe

Cade-Grayson Company  
P.O. Box 1955  
Vista, California 92083  
Tel:(619) 941-2733  
Product: Shellfish

California Seafood Corporation  
3094 Ellington Drive, #206  
Los Angeles, California 90068  
Tel:(213) 851-6901  
Contact: Sandy Yudovin  
Product: Fish (Fresh/Frozen)

Catalina Fish Company Inc.  
2210 Signal Place  
San Pedro, California 90731  
Tel:(213) 832-0241  
Contact: Nick Vitalich  
Product: Fish, Squid, Mackerel,  
Tuna, Bonilo, Swordfish

City Sea Foods Inc.  
531 Towne Avenue  
Los Angeles, California 90013  
Tel:(213) 746-1307  
Product: Fish and Shellfish

Comeau's Seafoods Inc.  
350 K Milliken  
Ontario, California 91761  
Contact: Stell C. Paterson  
Product: Scallops, Fillets, Shrimp,  
Herring, Crab, Surimi, Smoked



Crown Price  
4821 Gregg Road, P.O. Box 510  
Pico Rivera, California 90660-0510  
Tel:(213) 692-8763  
Contact: Robert Hoffman  
Product: Mackerel, Abalone,  
Sardines, Oysters, Clams, Shrimp,  
Crab, Lobster, Anchovy

Deep Sea Shrimp Importing Co. Inc.  
101 South First Street, Suite 401  
Burbank, California 91502  
Tel:(213) 849-6679  
Contact: Daniel Wood  
Product: Shrimp

Denton & Associates  
1786--GW Lincoln Avenue, Ste F  
Anaheim, California 92801  
Tel:(714) 999-1022  
Contact: Larry Denton  
Product: Fish, Clams, Shrimp, Crab,  
Sardines

Dong Loi Seafood Company  
9717 Bolsa Avenue  
Westminster, California 92683  
Tel:(714) 531-1071  
Contact: Loi Hung Huynh  
Product: Fish (Fresh/Frozen), Lake  
Smelts

Fisherman's Wharf Market  
Breakwater Santa Barbara  
Santa Barbara, California 93109  
Tel:(805) 966-4494  
Contact: Allen Stuart  
Product: Fresh Fish and Shellfish

Fishking Processors Inc.  
1324 East 15th Street  
Los Angeles, California 90021  
Tel:(213) 746-1307  
Contact: Al Nigorivawa  
Product: Frozen Fish and Shellfish

Food Service Marketing Inc.  
5517 N. Canyon Highway  
Phoenix, Arizona 85015  
Tel:(602) 246-8595  
Contact: J. Corey  
Product: Fish, Shellfish, Shrimp,  
Cod, Pollock

Foodservice Associates  
7801 East Telegraph Road, Unit L  
Montebello, California 90640  
Tel:(213) 685-7943  
Contact: Bob Anderson  
Product: Fish, Mahi-mahi

G & G Food Sales Company  
6705 North 8th Street  
Phoenix, Arizona 85014  
Tel:(602) 264-9518  
Contact: Bob Ganz  
Product: Fish, Shellfish  
(Frozen/Canned)

G.W. Market  
672 North Spring Street  
Los Angeles, California 90012  
Tel:(213) 624-0277  
Contact: Bill Chan  
Product: Fish, Shellfish  
(Fresh/Frozen)

Great Pacific United Inc.  
812 East 12th Street  
Los Angeles, California 90021  
Tel:(213) 741-0323  
Contact: Ble Chun  
Product: Fish, Shellfish  
(Frozen/Canned)

Han Yang Trade Company Inc.  
13760 South Gramercy Place  
P.O. Box 5539  
Gardena, California 90249-5539  
Tel:(213) 532-7040  
Contact: Won H. Min  
Product: Shellfish, Fresh, Frozen,  
Canned

Hanwa American Corporation  
624 South Grand Avenue #2304  
Los Angeles, California 90017  
Tel:(213) 627-9931  
Contact: Mikio Tanaka  
Product: Seafood

Harrison Pierce & Company Inc.  
418 South Central Avenue #100  
Los Angeles, California 90013  
Tel:(818) 629-1741  
Contact: Cheryl Wall  
Product: Frozen Fish, Shellfish

Holly Seafood Company  
410 Towne Avenue  
Los Angeles, California 90013  
Tel:(213) 625-2513  
Contact: Dick Merry  
Product: Fish, Shellfish, Frozen

International Seafood Ventures  
624 East 4th Street  
Los Angeles, California 90013  
Tel:(213) 617-0141  
Contact: Stewart Kozloff  
Product: Salmon, Crab, Lobster,  
Shrimp, Milkfish

International Seafood Sales  
463 South Crescent Heights Blvd.  
Los Angeles, California 90048  
Tel:(213) 938-6561  
Fax:(213) 938-6704  
Contact: Harry Cohen  
Product: Fish, Shellfish

International Marine Product Inc.  
500 East 7th Street  
Los Angeles, California 90014  
Tel:(213) 680-0497  
Contact: Kunihiko Kawakami  
Product: Fish, Shellfish, Tuna,  
Salmon, Shrimp

J.J. Camillo Seafood Brokerage Co.  
545 Harbor Lane  
San Diego, California 92101  
Tel:(619) 238-1963  
Contact: Maurice Camillo  
Product: Fish, Shellfish, Crab,  
Halibut, Shrimp

Jac Creative Food Inc.  
3050 East 11th Street  
Los Angeles, California 90023  
Tel:(213) 263-3344  
Fax:(213) 263-4012  
Contact: Terri Kishimoto  
Product: Surimi, Analogs Fresh

Jin Han International Inc.  
2911 South Compton Avenue  
Los Angeles, California 90011  
Tel:(213) 233-5261  
Contact: J.S. Kim  
Product: Croaker, Squid

Josefina Fish Company  
2451 Borton Drive  
P.O. Box 92028  
Santa Barbara, California 93109  
Tel:(805) 965-5567  
Contact: Andres Martinez  
Product: Shellfish, Sea Urchin

K & C Food Sales  
222-GE 38th Street  
Vernon, California 90058  
Tel:(213) 232-1037  
Contact: Bob Wines  
Product: Cod (Fresh/Frozen),  
Scallops, Pollock

Kanaloa Imports  
2828 Serena Road  
Santa Barbara, California 93105  
Tel:(805) 682-6169  
Contact: Don Disraeli  
Product: Fish (Fresh/Frozen),  
Shellfish

Kelly-Clarke Inc.  
1540 South Bridge Gate Drive  
Diamond Bar, California 91765  
Tel:(714) 860-6757  
Contact: Dick Olmstead  
Product: Fish, Shellfish

King Meat Inc.  
4215 Exchange Avenue  
Los Angeles, California 90058  
Tel:(213) 582-7401  
Contact: Mike Hughes  
Product: Fish, Shellfish

L.H. Rodriguez Seafoods Inc.  
3541 South 12th Avenue  
Tucson, Arizona 85711  
Tel:(602) 623-1931  
Contact: L.H. Rodriguez  
Product: Fish, Shellfish, Frozen,  
Canned

Long Beach Seafoods Company  
825 West 16th Street  
Long Beach,  
California 90813  
Tel:(213) 435-5357  
Contact: Barry Stilwell  
Product: fish (Fresh/Frozen)

Long Beach Enterprise Inc.  
12319 Florence Avenue  
P.O. Box 3048  
Sante Fe Springs,  
California 90670  
Tel:(213) 944-8945  
Contact: Tai Tran  
Product: Frozen Fish, Halibut,  
Swordfish, Salmon, Crab, Scallops

Lorenzana Food Corporation  
627 North Vermont Avenue  
Los Angeles,  
California 90004  
Tel:(213) 660-2220  
Contact: Gerry Garland  
Product: Fish  
(Fresh/Frozen/Canned)

Los Angeles Fish & Oyster Co.  
2212 Signal Place  
San Pedro,  
California 90731  
Tel:(213) 832-4249  
Contact: John Robinson  
Product: Fish (Fresh/Frozen)

Los Angeles Smoking & Curing  
Company  
778 Kobler Street  
P.O. Box 21938  
Los Angeles, California 90021  
Contact: Louis Vitale  
Tel:(213) 622-0724  
Product: Salmon, Herring, Shrimp,  
Crab, Cod

Marine Service Enterprise Inc.  
P.O. Box 3007  
Del Mar, California 92014-6007  
Tel:(619) 481-8610  
Fax:(619) 481-6762  
Contact: William J. Horner  
Product: Tuna (Frozen/Canned)

Mariner's Seafood Product Inc.  
1140 Fremont Avenue  
South Pasadena,  
California 91030  
Tel:(818) 799-4166  
Contact: Douglas A. Glithero  
Product: Fish, Shellfish  
(Fresh/Frozen)

Mitsubishi Foods (MC) Inc.  
9605 Scranton Road, Suite 800  
P.O. Box 81226  
San Diego, California 92138  
Tel:(619) 587-9000  
Contact: Michael E. Dunn  
Product: Canned Tuna, Oyster,  
Clam, Mackerel

Morrison Distributing  
2242 East Mabel Street  
Tucson, Arizona 85719  
Tel:(602) 326-1070  
Contact: Harry L. Morrison  
Product: Fish, Shellfish

Nam Hoa Fish Market  
656 North Broadway  
Los Angeles, California 90012  
Tel:(213) 617-3400  
Contact: Nguyen Hahn  
Product: Fish, Shellfish

National Brokerage of California Inc.  
1424/26 East Katella Avenue  
Anaheim, California 92805  
Tel:(714) 978-0999  
Contact: Marna Baumgarten  
Product: Frozen Fish, Shellfish

Neptune Foods Inc.  
619 Kohler Street  
P.O. Box 21391  
Los Angeles, California 90021  
Tel:(213) 626-5895  
Contact: Hector Poon  
Product: Frozen Shrimp, Scallops,  
Oyster, Fillets

Normark Foods Inc.  
3200-GW Temple Street  
P.O. Box 26905  
Los Angeles, California 90026  
Contact: John Goodwin  
Product: Seafood

Ocean Fish Company  
2204 Signal Place  
P.O. Box 83  
San Pedro, California 90733  
Tel:(212) 519-9225  
Contact: Stanley DiMegilio  
Product: Fish, Shellfish

Ocean Crown Sea Food  
6021 Scott Way  
Commerce, California 90040  
Tel:(213) 724-0202  
Contact: Don Chapman  
Product: Fish (Fresh/Frozen)

Pacific Atlantic Sales Corporation  
888 Prospect Street  
Suite 300  
La Jolla, California 92037  
Tel:(619) 452-7340  
Contact: Saul Rosenberg  
Product: Fish, Shellfish

Pacific King Foods Inc.  
143 East Foothill Blvd.  
Suite A,  
Pomono, California 91767  
Tel:(714) 593-0327  
Contact: Yukio Bito  
Product: Surimi, Herring

Pacific Fresh Fish Company  
535 Stanford Avenue  
Los Angeles, California 90013  
Tel:(213) 623-6220  
Contact: Joon Sik Pak  
Product: Fish, Shellfish  
(Fresh/Frozen)

Pacific Marine Product Corporation  
398 South Kalorama Street  
Ventura, California 93001  
Tel:(805) 648-3261  
Fax:(805) 648-7148  
Contact: Ryosuke Matsui  
Product: Sea Urchin (Fresh/Frozen)

Pan American Seafood Inc.  
815 Thompson Avenue  
Glendale, California 91201  
Tel:(818) 956-5888  
Contact: Douglas F. Graham  
Product: Frozen Shrimp

Pan Asia (U.S.A) Company  
15237 Texaco Avenue  
P.O. Box 851  
Paramount, California 90723  
Tel:(213) 634-5400  
Contact: Somachi Kiatsrich  
Product: Fish, Seafood

Pinski, Gene, & Associates  
131-GE Fig Street  
Suite 105  
Fallbrook, California 92028  
Tel:(213) 548-4144  
Contact: Wayne Dearden  
Product: Fish

R.M. Sloan Company  
732 West 9th Street, #207  
P.O. Box 1637  
San Pedro, California 90731  
Tel:(212) 775-7555  
Contact: Doug Harbison  
Product: Fish, Shellfish  
(Fresh/Frozen)

R.S. Wilson Company  
4560 Admiralty Way, Suite 108B  
P.O. Box 11803  
Marina Del Ray,  
California 90292  
Tel:(213) 306-6702  
Contact: Robert S. Wilson  
Product: Fishery By-products

R.W. Joyce Company Inc.  
11777 San Vicente Blvd.  
P.O. Box 49917  
Los Angeles, California 90049  
Tel:(213) 879-9681  
Fax:(213) 820-0943  
Contact: Barry Cook  
Product: Shellfish, Turbot, Orange  
Roughy

Rose Frozen Shrimp Inc.  
541 Ceres Avenue  
Los Angeles,  
California 90013  
Tel:(213) 626-8251  
Contact: Ken Takiguchi  
Product: Shrimp, Scallops, Pollock,  
Oyster, Perch

Rotal Pacific Seafood Company Inc.  
3636 5th Avenue, #306  
San Diego,  
California 92103  
Tel:(619) 235-8284  
Contact: Gerry Segawa  
Product: Fish, Shellfish  
(Fresh/Frozen)

Royal Crown Enterprises Inc.  
520 Hofgarden  
La Puente, California 91744  
Tel:(818) 336-4433  
Contact: Juergen Lotter  
Product: Shellfish

S.E. Rykoff & Company Inc.  
761 Terminal Street  
P.O. Box 21921  
Los Angeles, California 90021-0917  
Tel:(213) 622-4131  
Contact: Andrew Weiss  
Product: Fish (Frozen/Canned)

S.M. Uni Service  
728 Ceres Avenue  
Los Angeles, California 90021  
Tel:(213) 626-2557  
Contact: Neal Matsushita  
Product: Sea Urchin

Schifano Food Sales Inc.  
537 East Delano  
Tucson, Arizona 85705  
Tel:(602) 622-1521  
Contact: Joseph Schifano  
Product: Fish, Shellfish, Shrimp,  
Lobster

Sea Corp Sales Inc.  
133 Paradise Cove  
Malibu, California 90265  
Tel:(213) 457-9116  
Contact: Don Sway  
Product: Fish (Fresh/Frozen)

Seley & Company  
1515 Hope Street  
P.O. Box 36  
South Pasadena,  
California 91030  
Tel:(818) 799-1196  
Contact: Tobby Silverness  
Product: Seafood

Shelter Island Seafood  
667 South Santa Fe Avenue  
Los Angeles, California 90022  
Tel:(213) 627-4646  
Contact: Mike Cherashore  
Product: Fish, Shellfish  
(Fresh/Frozen)



Southern California Trading Corp.  
9322 Bellanca Avenue  
Los Angeles, California 90045  
Tel:(213) 216-6933  
Contact: Mas Takahashi  
Product: Shellfish (Fresh/Frozen),  
Sea Urchin

Standard Seafood  
2208 Signal Place  
San Pedro,  
California 90731  
Tel:(212) 832-8395  
Contact: Alan Harvey  
Product: Fish, Shellfish  
(Fresh/Frozen)

Star Fisheries Inc.  
2206 Signal Place  
San Pedro, California 90731  
Tel:(213) 832-8395  
Contact: Anthony DiMaggio  
Product: Fish, Salmon, Cod,  
Snapper

Star-Kist Foods Inc.  
180 East Ocean Blvd.  
Long Beach,  
California 90802  
Tel:(213) 590-7900  
Contact: Allyn Ayotte  
Product: Tuna, Mackerel, Sardine  
(Canned)

State Fish Company  
2194 Signal Place  
San Pedro,  
California 90731  
Tel:(213) 775-7171  
Contact: John Deluca  
Product: Halibut, Cod, Pacific  
Snapper

T.J. Hines & Company Limited  
226 East Canon Perdido, Suite 1  
P.O. Box 52  
Santa Barbara,  
California 93102  
Tel:(805) 965-6593  
Contact: Tom Hines  
Product: Fish (Fresh/Frozen),  
Shellfish, Abalone, Crab, Halibut,  
Salmon, Rockfish

Tri-Marine International (Pte) Limited  
150 West 7th Street, Suite 205  
San Pedro, California 90731  
Tel:(213) 548-6245  
Contact: Renato Curto  
Product: Frozen Shrimp, Swordfish,  
Tuna

United Poultry Company  
736 North Broadway  
Los Angeles, California 90012  
Tel:(213) 624-3788  
Contact: Nelson Moy Jr.  
Product: Shellfish, Swordfish

Velling, Gene J. Company Inc.  
9 Cupania Circle  
Monterey Park, California 91754  
Tel:(213) 888-6938  
Product: Shrimp, Crab, Halibut,  
Scallops, Whiting

VWH Company Limited  
1170 North Durfee Avenue, Suite 1  
South El Monte, California 91733  
Tel:(818) 444-7761  
Contact: Keith Hines  
Product: Lobster, Salmon, Crab,  
Shrimp, Dogfish

W.R. Merry Seafood Company Inc.  
636 Stanford Avenue  
Los Angeles, California 90021  
Tel:(213) 623-2306  
Contact: Bill Merry Jr.  
Product: Fish, Shellfish  
(Fresh/Frozen)

Wing Lee Shrimp Company Inc.  
1422 Sunset Blvd.  
Los Angeles, California 90026  
Tel:(213) 250-4504  
Contact: Gordon Au  
Product: Shrimp, Scallops, Lobster

Wolfstein International Inc.  
706 South Hill Street,  
Suite #1250  
Los Angeles, California 90014  
Tel:(213) 689-9514  
Contact: Philip Wwolfstein  
Product: Fish, Shellfish, Octopus,  
Shrimp, Shark

Woo Chee Chong Inc.  
633-16th Street  
San Diego,  
California 92101  
Tel:(619) 233-6311  
Contact: Jerry Pitcher  
Product: Fish, Shellfish  
(Fresh/Frozen)

Yanagita Trading Company  
1600 West Redondo Beach Blvd.,  
Suite #205  
Gardena, California 90247  
Tel:(213) 321-4862  
Contact: Ken Yanagita  
Product: Fish, Shellfish  
(Fresh/Frozen/Canned)

A. Giurlani U.S.A.  
1625 West Campbell Avenue  
Campbell, California 95008  
Tel:(408) 370-2800  
Fax:(408) 370-2046  
Product: Canned Anchovies

A.H. Hansen Sales Limited  
P.O. Box 19008  
Honolulu,  
Hawaii 96817  
Tel:(808) 847-3032  
Fax:(808) 847-3032  
Product: Mahi Mahi, Lobster,  
Shrimp, Scallops, Mussel, Ono,  
Oyster, Smoked Tuna

Aliotti Wholesale Fish Company  
P.O. Box 3325  
Monterey,  
California 93940  
Tel:(408) 375-2881  
Product: Squid, Herring, Kingfish,  
Pacific Mackerel, Spanish Mackerel,  
Anchovy, Fish

American Ex-Im Corporation  
805 Kearny Street  
San Francisco,  
California 94108  
Tel:(415) 362-2255  
Fax:(415) 362-4859  
Product: Mackerel, Mullet, Crevalle,  
Lobster, Blue Crab, Dungeness  
Crab, Mullet Roe



Anchor Shellfish  
P.O. Box 410215  
San Francisco,  
California 94141  
Tel:(415) 928-5394  
Fax:(415) 928-5692  
Product: Broker of Salmon, Orange  
Roughy, Scallops, Mussels,  
Bluenose, Abalone

Aptco Inc.  
2300 Army Street  
San Francisco, California 94124  
Tel:(415) 648-6688  
Fax:(415) 826-8808  
Product: Crab, Clam, Shrimp,  
Scallop, Lobster

Atlantic Trading Company Inc.  
900 Bridgeway  
Sausalito,  
California 94965  
Tel:(415) 673-0341  
Fax:(415) 331-5746  
Product: Farmed Canadian Salmon,  
Trout, Skaarfish, Shrimp  
(Fresh/Frozen)

Avalon Bay Foods Inc.  
300 Epley Drive  
Yuba City, California 95991  
Tel:(916) 671-6661  
Fax:(916) 673-8413  
Product: Breaded  
Shrimp/Sole/Flounder

Barkley Meat Company  
P.O. Box 7582  
South Lake Tahoe,  
California 95731  
Tel:(916) 541-4454  
Fax:(916) 541-0823  
Product: Salmon, Mahi Mahi,  
Halibut, Rockfish, Cockles, Scallops,  
Mussels, Oyster

CA Sunshine Fine Foods Inc.  
144 King  
San Francisco,  
California 94107  
Tel:(415) 543-3007  
Fax:(415) 543-5172  
Product: Sturgeon, Sturgeon Roe

Cal-Nesia Trading Company  
P.O. Box 170653  
San Francisco,  
California 94117  
Tel:(415) 928-1701  
Fax:(415) 928-5692  
Product: Orange Roughy, Bluenose,  
Snapper, Salmon, Mussels, Cockles,  
Kingklip, John Dory

California Shellfish Company  
655 Beach Street  
Suite #200  
San Francisco, California 94109  
Tel:(415) 775-8088  
Fax:(415) 775-7815  
Product: Fish (Fresh/Frozen)

Central Seaway Company  
P.O. Box 686  
Aptos, California 95001  
Tel:(408) 688-1399  
Product: Fish  
(Fresh/Frozen/Canned), Shellfish

Charles P. Kearney & Company  
1330 Broadway  
Suite #815  
Oakland, California 94612  
Tel:(415) 452-4493  
Fax:(415) 452-2815  
Product: Salmon, Shrimp, Scallops,  
Crab

Charlie Seafood  
293 Bayshore Boulevard  
San Francisco,  
California 94124  
Tel:(415) 824-2690  
Fax:(415) 994-1884  
Product: Sole, Rockfish, Oysters,  
Clams, Geoducks, Crab, Lobster,  
Carp

Consolidated Factors  
Box 1389  
Monterey,  
California 93942  
Tel:(408) 375-5121  
Product: Salmon, Crab, Squid,  
Shrimp Meat, Groundfish, Fish  
(Fresh/Frozen), Shellfish  
(Fresh/Frozen)

Del Monte Capital Meat  
948 Arden Way  
Sacramento, California 95815  
Tel:(916) 927-0595  
Fax:(916) 927-5996  
Product: Shrimp, Lobster

Dupont Market Inc.  
1990 Davis Street  
San Leandro, California 94577  
Tel:(408) 298-5593  
Product: Salmon, Clams, Squid,  
Shrimp, Scallops, Rockfish, Crab,  
Oyster

E.K. Fisheries and Fine Food  
P.O. Box 17325  
Honolulu, Hawaii 96817  
Product: Fish, Shellfish

Edward Feigon Enterprises  
P.O. Box 686  
Aptos, California 95001  
Tel:(408) 688-1399  
Product: Fish, Fresh, Frozen,  
Canned, Shellfish

Ferntrade Corporation  
570 Parrott Street  
San Jose, California 95112  
Tel:(408) 971-0997  
Fax:(408) 286-1866  
Product: Milkfish

Garden Island Seafood Inc.  
524 Ohohla Street  
Honolulu, Hawaii 96819  
Tel:(808) 833-6645  
Fax:(808) 833-3634  
Product: Salmon, Red Snapper, Fish

Golden Food Market  
2776 Mission Street  
San Francisco, California 94110-3199  
Tel:(415) 647-1938  
Product: Fish (Fresh/Frozen)

Great Atlantic Lobster Company  
2400 Embarcadero  
Oakland, California 94606-5312  
Tel:(415) 532-4477  
Product: Salmon, Crab, Clam, Fish,  
Oyster, Mussels, Shellfish

Gulfstream Seafood  
609-11 Cole Street  
San Francisco, California 94117  
Tel:(415) 221-6354  
Product: Broker of Salmon, Shrimp,  
Tuna, Soft Shell Crab, Trout

H & W Foods  
1535 Colburn Street  
Honolulu,  
Hawaii 96817  
Tel:(808) 847-1931  
Fax:(808) 841-8687  
Product: Mahi Mahi

Hanmi Inc.  
444 Littlefield Avenue  
South San Francisco,  
California 94080  
Tel:(415) 952-5298  
Fax:(415) 952-2573  
Product: Oyster, Clam Meat, Squid,  
Saury

Hawaii Integrated Inc.  
815 Gulick Street  
Honolulu,  
Hawaii 96819  
Tel:(808) 847-1553  
Product: Shad, Pacific Mackerel,  
Shrimp

Hop Woo Company Limited  
1220 Howard Street  
San Francisco, California 94103  
Tel:(415) 864-1564  
Product: Shark Fin

Hosoda Brothers Inc.  
1444 Tennessee Street  
San Francisco, California 94107  
Tel:(415) 648-7144  
Fax:(415) 282-6336  
Product: Frozen Mackerel

Imperial Marketing Inc.  
2390 El Camino Real,  
P.O. Box 60879  
Palo Alto, California 94306  
Tel:(415) 857-0832  
Fax:(415) 857-0175  
Product: Fish, Fresh, Frozen,  
Canned, Shellfish

International Seafood Division of  
Tung Yung Trading Corporation  
369 Pine Street  
San Francisco, California 94104  
Tel:(415) 397-0954  
Fax:(415) 397-1434  
Product: Frozen Fish, Frozen  
Shellfish

J & F Enterprises Limited  
1350 Ala Moana Boulevard, #1508  
Honolulu, Hawaii 96814  
Tel:(808) 538-6771  
Fax:(808) 847-3930  
Product: Fish

Jack Bray Food Sales  
1485 Bayshore Boulevard, #419  
San Francisco, California 94124  
Tel:(415) 468-4460  
Product: Broker of Seafood

Jackson Import Corporation  
330 Shaw Road  
South San Francisco,  
California 94080  
Tel:(415) 873-0880  
Fax:(415) 952-4968  
Product: Dace, Catfish, Pomfret

Kapono Sales Inc.  
3435 Waialae Avenue  
Suite 207  
Honolulu, Hawaii 96816  
Tel:(808) 735-2828  
Fax:(808) 734-7755  
Product: Fish, Shellfish

Kebco Hawaii Inc.  
2835 Koapaka Street  
Honolulu, Hawaii 96819  
Tel:(808) 833-9983  
Fax:(808) 833-9893  
Product: Fish Cakes, Shrimp,  
Octopus, Salmon, Surimi

Kiku Enterprises Inc.  
175 West 25th Avenue  
San Mateo, California 94403  
Tel:(415) 571-8620  
Fax:(415) 571-1853  
Product: Clams, Halibut, Salmon,  
Scallops, Crab, Tuna, Yellowtail

King Food Service  
3109 Koapaka Street  
Honolulu, Hawaii 96819  
Tel:(808) 834-5464  
Fax:(808) 833-5946  
Product: Fish, Frozen, Canned,  
Whole, Lobster, Crab, Salmon

Kingco Enterprises  
P.O. Box 1926  
San Mateo, California 94401  
Tel:(415) 347-0403  
Fax:(415) 347-2840  
Product: Whiting, Sea Trout,  
Grouper, Frozen Shellfish

Kona Suisan  
P.O. Box K  
Kailua-Kona, Hawaii 96745  
Tel:(808) 329-3558  
Fax:(808) 329-0699  
Product: Fish (Fresh/Frozen)

M & O Trade  
2155 Powell Street  
San Francisco, California 94133  
Tel:(415) 391-9144  
Fax:(415) 391-9495  
Product: Shrimp, Frozen Squid

Mid-Pacific Hawaii Fishery Inc.  
General Lyman Field  
Old Airport Road  
Hilo, Hawaii 96720  
Tel:(808) 935-6110  
Fax:(808) 961-6859  
Product: Sashimi Grade Tuna  
(Fresh/Frozen), Smoked Fish

Milo Food Company Inc.  
639 Broadway  
San Francisco, California 94133  
Tel:(415) 982-1874  
Fax:(415) 362-7058  
Product: Yellow Croaker, Beltfish,  
Cuttlefish, Dace, Lionfish

Norwegian Seafood Inc.  
124 Gloria Drive  
San Rafael, California 94901  
Tel:(415) 453-9784  
Fax:(415) 456-0457  
Product: Salmon, Smoked

Ocean Seafood Marketing Company  
475 Gate 5 Road,  
Suite #322  
Sausalito, California 94965  
Tel:(415) 331-6555  
Fax:(415) 331-6607  
Product: Fish (Fresh/Frozen),  
Shellfish

Oversea Fishery & Investment  
Company  
743-F Waiakamilo Road  
Honolulu, Hawaii 96817  
Tel:(808) 847-2500  
Fax:(808) 848-5038  
Product: Sea Bass, Shrimp,  
Flounder, Lobster, Scallops

Pacific Harvest Seafoods Inc.  
P.O. Box 59099  
San Jose, California 95159  
Tel:(408) 295-2455  
Fax:(408) 295-9458  
Product: Broker of Fish, Shellfish

Pacific Hi-Tak Inc.  
905 Kokea Street  
Honolulu, Hawaii 96817  
Tel:(808) 845-6337  
Fax:(808) 847-5268  
Product: Yellowtail, Salmon,  
Snapper, Octopus, Tuna, Squid,  
Oysters, Clams, Geoduck, Crab,  
Lobster

Pacific Rim Seafood  
955-57th Street  
Oakland, California 94608  
Tel:(415) 658-1233  
Fax:(415) 658-8862  
Product: Oysters, Manila Clams,  
Pony, Tilapia, Croaker, Pomfret,  
Lady Fish

Packinghouse Sales Company  
2312 Kam Highway  
Honolulu,  
Hawaii 96819  
Tel:(808) 847-3032  
Fax:(808) 845-1912  
Product: Mahi Mahi, Pollock, Wahoo,  
Hoki, Shrimp, Lobster, Scallops,  
Crab, Canned Tuna

Pafco Importing Company  
1601 Bayshore Highway  
Suite #323  
Burlingame, California 94010  
Tel:(415) 692-6161  
Fax:(415) 583-0840  
Product: Fish (Frozen/Canned),  
Shellfish

Paramount Ocean Product Inc.  
310 Townsend Street, #110  
San Francisco, California 94107  
Tel:(415) 543-2331  
Product: Salmon, Shrimp, Squid,  
Scallops, Lobster, Crab

Phillips Sales Company Inc.  
875 Walmanu Street,  
Suite #535  
Honolulu, Hawaii 96813  
Tel:(808) 531-6441  
Fax:(808) 526-0946  
Product: Fish, Shellfish

Purcell International  
2499 North Main Street,  
Suite #200  
Walnut Creek, California 94596  
Tel:(415) 933-6100  
Fax:(415) 933-3353  
Product: Abalone, Clams, Crab,  
Shrimp, Mussel, Oysters, Tuna,  
Sardine, Mackerel, Salmon, Scallops,  
Squid, Cod, Haddock, Surimi, Fish,  
Shellfish

Race Street Fish & Poultry Company  
P.O. Box 28385  
San Jose,  
California 95159-8385  
Tel:(408) 294-6161  
Fax:(408) 294-2080  
Product: Broker of Lobster,  
Flounder, Sablefish, Clams, Rockfish,  
Scallops, Shrimp

Rainbow Inc.  
98-715 Kuahao Place  
Pearl City, Hawaii 96782  
Tel:(916) 989-9676  
Fax:(808) 487-0888  
Product: Clams, Hoki, Shrimp, Mahi  
Mahi, Octopus, Crab, Lobster

Red & White Foods Inc. (Dcl, Inc.)  
834 Pohukaina Street  
Honolulu, Hawaii 96813  
Tel:(808) 524-4952  
Fax:(808) 537-1536  
Product: Tuna, Fish, Shellfish

Regal Fish Company Inc.  
P.O. Box 497  
Moss Landing, California 95039  
Tel:(408) 633-2669  
Fax:(408) 633-3881  
Product: Rockfish, Sablefish, Dover  
Sole, Butterfish, Petrale Sole

Royal Hawaiian Seafood  
P.O. Box 281615  
San Francisco, California 94128  
Tel:(415) 658-6258  
Product: Yellowfin Tuna, Clams,  
Oysters, Mussels, Wahoo, Scallops

S.D. Fisheries Enterprises Inc.  
1167 Montgomery Avenue  
San Bruno, California 94066  
Tel:(415) 588-9288  
Fax:(415) 873-5813  
Product: Milkfish, Rabbitfish, Shrimp,  
Tilapia

San Francisco Trading Company  
436-14th Street  
Suite #801  
Oakland, California 94612  
Tel:(415) 835-4792  
Fax:(415) 465-9520  
Product: Frozen Fish, Shellfish

Sea Hawk Lobster Imports  
1334 Deli Avenue  
P.O. Box 703  
Campbell, California 95009-0703  
Tel:(408) 378-9944  
Product: Lobster, Clam, Oyster,  
Scallops, Mussel, Shellfish

Sea Port Brokerage International  
Incorporated  
15-10th Avenue  
P.O. Box 704  
San Mateo, California 94401  
Tel:(415) 340-9900  
Product: Frozen, Shellfish



Standard Fisheries Corporation  
Foot of Leavenworth  
San Francisco,  
California 94102  
Tel:(415) 673-5858  
Fax:(415) 673-6362  
Product: Fish, Shellfish

Swanson Brothers Seafood  
30 Pamaron Way  
Suite #203  
Novato, California 94949  
Tel:(415) 382-8033  
Fax:(415) 382-8127  
Product: Snapper, Cod, Ling Cod,  
Halibut

T.M. Tobin Company Inc.  
1291 East Hillsdale Boulevard,  
Suite #213  
Foster City,  
California 94404  
Tel:(415) 573-9937  
Fax:(415) 573-0926  
Product: Shrimp, Lobster, Crab,  
Scallops, Fish (Fresh/Frozen)

Taylor United Agencies Inc.  
1020 Aileen Street,  
Suite #B  
Lafayette,  
California 94549  
Tel:(415) 283-7960  
Fax:(415) 283-8032  
Product: Mussels, Clams

Tema Inc.  
P.O. Box 3894  
San Francisco,  
California 94119  
Tel:(415) 543-7890  
Fax:(415) 543-0114  
Product: Orange Roughy, Lobster,  
Salmon, Shrimp

Tembata Guam Inc.  
P.O. Box 6511  
Tamuning,  
Guam 96911  
Tel:(011-671) 477-6203  
Fax:(011-671) 472-2925  
Product: Mahi Mahi, Tuna, Shrimp,  
Octopus, Squid

Tensuke of Hawaii  
1937 Republican Street  
Honolulu,  
Hawaii 96819  
Tel:(808) 848-0315  
Fax:(808) 848-2794  
Product: Bonito, Eel, Salmon, Tuna,  
Lobster, Shrimp, Octopus

Toshoku Los Angeles Inc.  
465 California Street  
San Francisco, California 94010  
Tel:(415) 986-5622  
Fax:(415) 986-0549  
Product: Salmon Roe, Crab, Salmon  
(Fresh/Frozen)

Tropic Fish & Vegetable Center  
1020 Auahl Street  
Honolulu,  
Hawaii 96814  
Tel:(808) 521-2936  
Fax:(808) 531-4754  
Product: Salmon, Lobster, Shrimp,  
Clams, Oysters, Tuna, Fish

Tupman Thurlow Company Inc.  
P.O. Box 5045  
San Mateo,  
California 94402  
Tel:(915) 633-0777  
Fax:(915) 633-9876  
Product: Lobster Tail, Cod, Orange  
Roughy, Flounder, Sole

U. Okada & Company Limited  
P.O. Box 898  
Honolulu, Hawaii 96808  
Tel:(808) 536-0041  
Fax:(808) 523-9072  
Product: Mahi Mahi, Sablefish,  
Surimi, Shrimp, Yellowfin Tuna,  
Skipjack Tuna, Wahoo

U.S. Freezer Company  
595 Figueroa Street  
Monterey,  
California 93940  
Tel:(408) 536-0041  
Fax:(408) 523-9072  
Product: Yellowfin Tuna, Skipjack  
Tuna, Wahoo, Mahi Mahi, Bait  
Herring, Squid

Union Fish Company  
100 Bush Street,  
Suite #1801  
San Francisco,  
California 94104  
Tel:(415) 392-6313  
Fax:(415) 392-6028  
Product: Yellowfin Tuna, Squid,  
Shrimp, Octopus

United Fishing Agency  
117 Ahui Street  
Honolulu,  
Hawaii 96813  
Tel:(808) 536-2148  
Fax:(808) 526-0137  
Product: Tuna, Marlin

United Shellfish Company  
Pier 47,  
Foot of Jones  
San Francisco,  
California 94133  
Tel:(415) 474-6845  
Product: Wholesaler of Rockfish,  
Petrale, Shrimp Meat, Lobster,  
Scampi, Dungeness Crab, Flounder,  
Sole, Crab Meat

Viking Foods Company  
308-4th Street  
Oakland, California 94607  
Tel:(415) 465-1599  
Product: Wholesaler of Salmon,  
Shrimp, Squid

Vitalich, John J.  
164 Eastwood Drive  
San Francisco,  
California 94112  
Tel:(415) 587-4900  
Product: Broker of Shellfish  
(Fresh/Frozen)

Watahan Nohora International Inc.  
1638 Post Street  
San Francisco,  
California 94115  
Tel:(415) 931-5829  
Fax:(415) 931-6215  
Product: Salmon, Mackerel, Red  
Snapper, Octopus, Eel, Spot Prawns,  
Snow Crab, Clams, Prawns



West Coast Seafood Company  
416 Bay Street  
San Francisco,  
California 94133  
Tel:(415) 673-6151  
Product: Wholesaler of Flounder,  
Rockfish, Salmon, Swordfish,  
Dungeness Crab, Shrimp, Prawns

Wonkow International Enterprises  
603 Jackson Street  
San Francisco,  
California 94133  
Tel:(415) 956-4340  
Fax:(415) 956-4355  
Product: Shark Meat, Sea Horse,  
Sea Cucumber

Y. Hata & Company Limited  
741 Iialo Street  
Honolulu,  
Hawaii 96813  
Tel:(808) 531-5082  
Fax:(808) 531-4584  
Product: Mahi Mahi, Mackerel, Tuna,  
Canned Fish

**CANADIAN CONSULATE GENERAL**  
300 South Grand Avenue  
10th Floor,  
California Plaza,  
Los Angeles,  
California 90071,  
United States of America  
Tel:(213) 687-7432  
Fax:(213) 620-8827  
Contact: Mr. Carl W. Light

## MINNEAPOLIS, MINNESOTA

Although much of the U.S. Upper Midwest and Mountain States lies in the heart of beef and pork producing country, this territory boasts a higher than expected consumption rate of seafood products due to the relatively affluent and sophisticated metropolitan markets of Minneapolis/St. Paul and Denver. The Minneapolis area is headquarters to several grocery retail chains that have created highly innovative merchandising strategies for seafood. The Denver area has a lively restaurant/foodservice sector and is an important tourism destination. Strong demand exists for freshwater species (especially pickerel), salmon, cod, orange roughy, pollock, catfish, swordfish, shrimp, crab, clams, scallops and lobster.

**J.P. Foodservice**  
9605 - 54th Avenue North  
Plymouth, Minnesota 55442  
Tel:(612) 559-9494  
Fax:(612) 557-2295  
Product: distributor, fish and seafood

**Kraft American**  
2864 Eagandale Blvd.  
Eagan, Minnesota 55121  
Tel:(612) 454-6580  
Fax:(612) 456-9840  
Product: distributor, fish and seafood

**SYSCO Minnesota**  
2400 County Road 5  
St. Paul, Minnesota 55112  
Tel:(612) 785-7395  
Fax:(612) 785-7587  
Product: distributor, seafood

**Upper Lakes Foods, Inc.**  
801 Industry Avenue  
Cloquet, Minnesota 55720  
Tel:(218) 879-1265  
Fax:(218) 879-1940  
Product: distributor, seafood

**CANADIAN CONSULATE**  
**Suite #900,**  
**701 Fourth Avenue South,**  
**Minneapolis,**  
**Minnesota 55415-1899**  
**United States of America**  
Tel:(612) 333-4641  
Fax:(612) 332-4061  
Contact: Ms. Margaret L. Mearns

**American Fish and Seafood Co.**  
5501 Opportunity Court  
Minnetonka, Minnesota 55343  
Tel:(612) 935-3474  
Fax:(612) 935-7861  
Product: distributor, fish and seafood

**Bellboy Meat Corporation**  
2220 Florida Avenue South  
St. Louis Park, Minnesota 55426  
Tel:(612) 544-7791  
Fax:(612) 544-9642  
Product: distributor, seafood

**Coastal Seafoods Inc.**  
2330 Minnehaha Avenue  
Minneapolis, Minnesota 55404  
Tel:(612) 724-5911  
Fax:(612) 724-0689  
Product: distributor, specialty fish

**Morey Fish Company**  
WIF International  
742 Decatur Avenue North  
Golden Valley, Minnesota 55427  
Tel:(612) 541-1029  
Fax:(612) 541-0518  
Product: seafood distributor

**Olfisco Inc.**  
1915 Xenium Lane North  
Plymouth, Minnesota 55441  
Tel:(612) 557-7100  
Fax:(612) 557-1250  
Product: specialty food distributor

**Lyon Food Product Inc.**  
2301 Nevada Avenue North  
Golden Valley, Minnesota 55427  
Tel:(612) 544-4484  
Fax:(612) 544-5205  
Product: specialty food distributor

**Kraft Foodservice**  
11955 E. Peakview Ave.  
Englewood, Colorado 80111  
Tel:(303) 792-9230  
Fax:(303) 643-4745  
Product: distributor, seafood

**Nobel-Sysco Food Services Co.**  
1101 W. 48th Avenue  
Denver, Colorado 80221  
Tel:(303) 458-4000  
Fax:(303) 480-3370  
Product: distributor, seafood

**Shamrock Foods**  
5199 Ivy Commerce City  
Denver, Colorado 80022  
Tel:(303) 289-3581  
Fax:(303) 288-5667  
Product: distributor, seafood

**Northeast Seafood Product**  
3303 Lawrence St.  
Denver,  
Colorado 80205  
Tel:(303) 292-2526  
Fax:(303) 292-6405  
Product: distributor, seafood

**Seattle Fish Co.**  
6211 E. 42nd Avenue  
Denver, Colorado 80216  
Tel:(303) 329-9595  
Fax:(303) 329-4157  
Product: distributor, fish and seafood

**D.P.I. Dykstra**  
5575 Logan  
Denver, Colorado 80216  
Tel:(303) 296-8542  
Fax:(303) 295-1554  
Product: distributor, seafood

## NEW YORK, NEW YORK

The market for seafood in the metropolitan New York - New Jersey area is tremendous. A substantial amount of seafood is purchased by the foodservices sector, and there are over 22,000 restaurants in the New York area, some of the more popular menu items are lobster, scallops, salmon, swordfish and tuna. Fillets of cod, sole, turbot, pollock and ocean perch are almost always in good demand. Some of the more popular Canadian products in the New York market are; Snow crab meat-clusters-cocktail claws, lobster-live and frozen in 11.3 oz. and 2lb cans, 20/30 count sea scallops, H & G salmon, H & G halibut, smelts and salt cod.

**Caleb Haley & Company**  
14 Fulton Fish Market  
New York 10038, New York  
Tel:(212) 732-7474  
Fax:(212) 349-2991  
Contact: Neil Smith, President  
Product: fish, shrimp, crab, oysters, clams, mussels

**B.G. Lobster & Shrimp Corp.**  
95 South Street  
New York 10038, New York  
Tel:(212) 732-3060  
Fax:(212) 766-0147  
Contact: Robert Grippa, V.P.  
Product: fish, shrimp, lobster, molluscs

**Alba Speciality Seafood Company**  
233 Water Street  
New York 10038, New York  
Tel:(212) 349-5730  
Fax:(212) 233-7459  
Contact: Eric N. Kiwi  
Product: fish, shrimp, crab, lobster

**Arrow Seafoods Inc.**  
22 Fulton fish Market  
New York 10038, New York  
Tel:(212) 349-9660  
Fax:(212) 406-8401  
Contact: Arnold Smith, President  
Product: crab, molluscs, squid

**Iceberg Seafood Company Inc.**  
134 West 26th Street  
New York, 10001, New York  
Tel:(212) 989-9200  
Fax:(212) 463-9824  
Contact: Jack Geoffroy, President  
Product: fish, shrimp, crab, lobster

**J.F. Clarke Corporation**  
3000 Marcus Avenue, Suite 1E12  
Lake Success, 11042, New York  
Tel:(516) 328-8333  
Fax:(516) 328-8346  
Contact: James F. Clarke, President  
Product: crab, lobster, molluscs

**O'Brien Seafood Imports**  
106 Seventh Street, Suite 208  
Garden City, 11530, New York  
Tel:(516) 294-5758  
Fax:(516) 294-5637  
Contact: Arthur O'Brien  
Product: fish, shrimp, crab, lobster

**Two Cousins Fish Market**  
255 Woodcleft Avenue  
Freeport, 11520  
New York  
Tel:(516) 379-5065  
Fax:(516) 379-5068  
Contact: Brian O'Donohue  
Product: fish, shrimp, crab, lobster, oysters, clams, mussels

**L.N. White & Co. Inc.**  
225 W. 34th Street  
New York, 10122  
New York  
Tel:(212) 239-7474  
Fax:(212) 563-5389  
Contact: Abe Moskowitz, V.P.  
Product: shrimp, lobster

**Pier 7 Inc.**  
18-20 Lackawanna Plaza  
Montclair 07042  
New Jersey  
Tel:(201) 744-3821  
Fax:(201) 744-6147  
Contact: John T. Sullivan  
Product: fish, shrimp, crab, lobster, molluscs

**CANADIAN CONSULATE GENERAL**  
1251 Avenue of the Americas  
New York City,  
New York 10020-1175  
United States of America  
Tel:(212) 596-1600  
Fax:(212) 596-1793  
Contact: Mr. Richard Campanale

## SEATTLE, WASHINGTON

Despite the large volume of seafoods landed in this region, there are large quantities of specific seafoods still imported into the area. For example, there is \$17 million in halibut (virtually all from Canada) and over \$40 million in salmon (\$38 million pounds of farmed king from Canada) imported into the Seattle customs district each year. There are large amounts of shrimp, prawns, crab, lobster and tuna; and lesser amounts of sole, trout, cod, scallops, mussels, sardines, dogfish and octopus imported. Canadian producers have found and will continue to find this a good market for farmed salmon, shrimp, scallops, lobster and mussels.

Product distribution is performed through processors with wholesale operations, brokers (mostly for canned product) and wholesalers. Due to the consumers preference for familiar varieties, a strong demand continues for salt-water species such as salmon, halibut, sole, lingcod, sablefish, crab, clams, mussels, shrimp and scallops. Most any other fresh or frozen salt-water finfish is likely to enjoy similar prospects. Marketing for such species as mackerel, herring, hake, whitefish, or dried cod will require consumer education programs. Similar approaches, however, have been extremely lucrative for such varieties as hoki and orange roughy. With the existing demographics in this market, species such as sea cucumber, sea urchin, whelk, jellyfish have extremely limited domestic market prospects.

The greatest single obstacle for Canadian suppliers is continuity of supply, or at least, the perceived continuity of supply, rather than demand or price. Today's buyers are looking for a continuous, consistent and dependable supply. The most single important requirement in this market is consistent quality, both product workmanship and handling. Not only are buyers willing to pay more for quality (appearance, texture and taste), but are demanding it. Another important prerequisite to doing continued business in this market is supplier integrity. Buyers are increasingly sensitive to short-weights. You must deliver what you promise and stand behind your product.

**Steuart Seafoods**  
Contact: Jeff Buske  
Seattle  
Tel:(206) 258-0407  
Fax: 252-7427  
Product: fresh and frozen to  
foodservice and retail

**Pacific Fish**  
Seattle  
Contact: Victor Piha  
Tel:(206) 623-1011  
Fax: 382-4640  
Product: fresh and frozen to  
foodservice and retail

**Portland Fish**  
Seattle  
Contact: John Barnett  
Tel:(503) 224-1611  
Fax: 241-8786  
Product: fresh, frozen, retail,  
foodservice

**SYSCO Food Services, Seattle**  
Contact: Rich Springer  
Seattle  
Tel:(206) 622-2261  
Fax: 721-5447  
Product: fresh and frozen to  
foodservice

**Pacific Seafood Co., Inc.**  
Seattle  
Contact: Roger Dulcich  
Tel:(503) 657-1101  
Fax: 655-0737  
Product: fresh and frozen to  
foodservice and retail

**Foodservices of America**  
Seattle  
Contact: Linda Cook (frozen),  
Cheryl Kalerak (fresh)  
Tel:(206) 251-9100  
Fax: 251-8867  
Product: fresh, frozen, foodservice

### CANADIAN CONSULATE GENERAL

**412 Plaza 600,**  
**Sixth and Stewart Streets**  
**Seattle,**  
**Washington 98101-1286,**  
**United States of America**  
**Tel:(206) 443-1777**  
**Fax:(206) 443-1782**  
**Contact: Mr. Douglas D. McCracken**



# ***OCEANIA***



## AUSTRALIA

The Australian seafood market has undergone significant changes. Demand for seafood has been increasing, mostly due to rising consumption at restaurants. Over 33 per cent of total seafood eaten is consumed in the restaurant sector of the economy. There has been a major shift from processed seafoods towards fresh and frozen seafoods. Total value of imports of edible fisheries products increased by 5 per cent to AUD469 million, mainly as a result of higher fish imports last year. Total smoked salmon imports (AUD2.8M), canned salmon (AUD55M). Canadian market share: total fish exports (AUD36M), smoked salmon (AUD1+M), canned salmon (AUD32M), frozen fish meat (AUD1.3M+).

All imported foods are now liable to inspection by the Australian Quarantine and Inspection Service (AQIS) under the new imported foods inspection program. Extra testing has resulted in some delays and added costs. Products must comply with National Food Standards Code. The Post expects to satisfy requirements under the umbrella of Memorandum of Understanding between FANDO and AQIS covering fish and fishery products. Salmonids (fresh, chilled, frozen) are banned on quarantine grounds. Smoked salmon must be heat treated. The Post continues to defend existing levels of market access and need to enhance current levels.

Most fish products come in duty free. There has been a major shift away from processed seafoods towards fresh and frozen seafoods. The restaurant sector is highly vulnerable to a slowdown in economic activity and has been adversely affected in past year by weak economy. Economic improvements are expected in late 93/94, hence domestic demand and private consumption is expected to rise.

Melbourne Fish Market (largest by volume) auctioned 16,250 tonnes of fresh fish in 1992. Market services 500 buyers. Sydney Fish Market is another large market servicing key buyers (wholesalers, restaurants etc). Last October a new wholesale fish market was developed in Brisbane by Raptis Pacific Seafoods. (Four independent wholesalers operate from the site, which also houses the Brisbane Fish Auction).

There is a possibility of forming strategic alliances to position for and penetrate Asian markets (i.e. joint venture in processing companies located close to lucrative coastal and/or inland fisheries supplying complementary products, technology exchanges and marketing arrangements).

Acton Food Services  
(Div. of Glacier Food Group Victoria)  
Nagle Street, Wagga  
Wagga N.S.W. 2650  
Australia  
Tel:(069) 21-4922, 21-4923, 21-4924  
Fax:(069) 21-6420  
Contact: Ray Johnstone, Manager  
Product: Frozen Seafood

Allseas Food Services  
(Div. of I & J Foods Limited)  
34 Amex Avenue  
Girraween NSW 2145  
P.O. Box 151,  
Toongabbie NSW 2146  
Australia  
Tel:(02) 636-7933  
Fax:(02) 636-1077  
Contact: Mr. Bob Zarb, General  
Manager  
Product: Fresh & Frozen Seafood

Chippy's Food Distributors Pty  
Limited  
2 Lilian Fowler Place  
Marrickville NSW 2204  
P.O. Box 110,  
Marrickville N.S.W. 2204  
Australia  
Tel:(02) 550-4022  
Fax:(02) 550-4006  
Contact: Bill Lucas, Anthony  
Exintaris  
Product: Fresh & Frozen Seafood

Craig Mostyn and Co Pty Limited  
187 John Street  
Lidcombe NSW 2141  
PO Box 103,  
Lidcombe N.S.W. 2141  
Australia  
Tel:(02) 648-4800  
Fax:(02) 647-2880  
Product: Seafood

Edgells Birdseye Kelso  
Bradford Street,  
Kelso NSW 2795  
PO Box 705,  
Bathurst NSW 2795  
Australia  
Tel:(063) 31-5888  
Fax:(063) 32-1013  
Contact: Bob Snugden, K. Durman  
Product: All Value Added Fish and  
Seafood Products

Gourmet International Agencies P/L  
33 Lord Street  
Newton NSW 2042  
Australia  
Tel:(02) 557-5069, 517-1385  
Fax:(02) 517-1385  
Contact: Ralph Weiner  
Product: Caviar, Smoked Salmon &  
Marinated Fish, Other Specialty  
Products

Great Ocean Products Pty Limited  
30 Gordon Street  
Rozelle NSW 2039  
Australia  
Tel:(02) 555-7250, 555-7259  
Fax:(02) 555-7242  
Contact: A.D. Ezekiel  
Product: All types of Fish and  
Seafood Products, Crustaceans,  
Molluscs

Interfrost Pty Limited  
Suite 3,  
1 Kalinya Street  
Newport NSW 2106  
Australia  
Tel:(02) 997-7533  
TelEX:AA21912  
Fax:(02) 997-7405  
Contact: Judy Dytko  
Product: All seafood, specialising in  
Prawns & Hake

Herlow Pty Limited  
5 North Road  
Ryde NSW 2112  
Australia  
Tel:(02) 807-2781  
Fax:(02) 807-2216  
Contact: Peter Michniewicz  
Product: All seafood, specialising in  
live lobster and fresh chilled fish and  
seafood

I & J Foods Limited  
12-20 Rosebery Avenue  
Rosebery NSW 2018  
Australia  
Tel:(02) 662-6255  
Fax:(02) 663-4587  
Contact: Andrew J. Wood  
Product: Frozen Seafoods

Manettas Limited  
Cnr Parsons and Mullens Streets  
Rozelle NSW 2039  
Australia  
Tel:(02) 818-2222  
Fax:(02) 810-7174  
Contact: Grahame Turk  
Product: Fresh, Frozen Fish and  
Seafood

Manly Freezers Pty Limited  
30 Golf Parade  
Manly NSW 2095  
Australia  
Tel:(02) 977-2211  
Fax:(02) 977-2644  
Contact: Trevor Horton  
Product: Prawns, Fish & other  
Seafoods

Marine Food Distributors Pty Limited  
5 Wattle Crescent  
Pyrmont NSW 2009  
Australia  
Tel:(02) 660-4444  
Fax:(02) 660-1292  
Contact: H. Larcos, N. Larcos  
Product: Fresh, Frozen, Dried,  
Salted, Fish, Lobster, Prawns,  
Scallops, Seafoods

Markwell Pacific Limited  
Boyd's Bay, PO Box 42  
Tweed Heads NSW 2485  
Australia  
Tel:(075) 36-1000  
Fax:(075) 36-2049  
Contact: M. Mackenzie  
Product: Fish Fillets, Bugs, Spanner  
Crab, Prawns, Scallops, Squid &  
other formulated Seafood products

Martins Seafoods Pty Limited  
Shop 4, Sydney Fish Markets  
Pyrmont NSW 2009  
Australia  
Tel:(02) 692-9088, 692-9564  
Fax:(02) 552-4458  
Contact: Craig or Martin  
Product: Fresh Crabmeat, Smoked  
Gemfish, Roe, Sliced Smoked Tuna,  
Sliced Smoked Kingfish

Ricland Enterprises Pty Limited  
29 Bachell Avenue  
Lidcombe NSW 2141  
Australia  
Tel:(02) 749-2266  
Fax:(02) 749-2125  
Contact: Irene Ngoh  
Product: All types of Seafood

Craig Mostyn and Co Pty Limited  
132-136 Albert Road  
South Melbourne Vic 3205  
PO Box 2199 T Melbourne 3001  
Australia  
Tel:(03) 690-6188  
Fax:(03) 699-5283  
Product: All Seafoods

PW Hannah and Associate  
(International) Pty Limited  
2nd Floor,  
153 Park Street  
South Melbourne Vic 3205  
PO Box 206,  
Australia  
Tel:(03) 690-7677  
Fax:(03) 696-1446  
Contact: P.W. Hannah, FCAIA  
Product: Frozen Fish and Products

MC Seafoods P/L  
3 Reserve Street -  
Preston Vic 3072, Australia  
Tel:(03) 416-9311  
Fax:(03) 416-9774  
Contact: Chris Gambrellis  
Product: Frozen and Fresh Fish, Fish  
Fillets, Barramundi, Gemfish, Orange  
Roughy, Pilchards and Trevally;  
Abalone Meat and Bugs

Palmas Seafood Distributors  
1-7 Lloyd Street  
Kensington Vic 3031  
PO Box 309, North  
Melbourne Vic 3051, Australia  
Tel:(03) 376-4466  
TelEX:AA37683 PALINT  
Fax:(03) 376-5793  
Contact: David Shnider  
Product: Frozen Seafood, Fish and  
Crustaceans

Richmond Oyster Group Pty Limited  
437-443 Church Street  
Richmond Vic 3121  
Australia  
Tel:(03) 429-2022  
Fax:(03) 429-2384  
Contact: Jim Anassis  
Product: All Seafood

Seafood Imports Pty Limited  
157 Salmon Street  
Port Melbourne Vic 3207  
PO Box 71, Port Melbourne Vic 3207  
Australia  
Tel:(03) 646-1071  
Fax:(03) 646-3920  
Contact: Trevor Spencer  
Product: Frozen Seafood; Frozen  
Fish; Mussels, Oysters, Prawns  
Scallops and Other Crustaceans and  
Molluscs; Octopus and Squid

Seapack Melbourne Pty Limited  
Head Office: 1 Eastall Street  
Malvern Vic 3144  
Factory: Port Welshpool Vic 3965  
Australia  
Tel:(03) 576-0350  
Fax:(03) 576-0353

Contact: Con Geralis  
Product: Scallops, Fish Fillets,  
Frozen and Smoked Seafoods

Seven Seas Sales Pty Limited  
1-7 Lloyd Street  
Kensington Vic 3031  
Australia  
Tel:(03) 376-4966  
TelEX: AA37683 PALINT  
Fax:(03) 376-9757  
Contact: David Shnider  
Product: Frozen Seafood, Fish and  
Crustaceans

Burleigh Marr Distributors Pty  
Limited  
(Division of Manettas Limited)  
2 Tingara Street  
Cairns Qld 4870, Australia  
Tel:(070) 35-2777  
Fax:(070) 31-2595  
Product: All Seafoods

Craig Mostyn and Co Pty Limited  
1248 Lytton Road  
Hemmant Qld 4174  
PO Box 19, Hemmant Qld 4174  
Australia  
Tel:(07) 390-8755  
Fax:(07) 890-1367  
Product: All Seafoods

NA Gallagher and Sons Pty Limited  
422 Lytton Road  
Morningside Qld 4170  
PO Box 303, Morningside Qld 4170  
Australia  
Tel:(07) 395-6199, 6402  
Fax:(07) 395-5562  
Contact: Noel Gallagher  
Product: Frozen Seafood, Fish  
Fillets, Prawns and Squid etc.

Raptis Pacific Seafoods  
(Division of A. Raptis & Sons)  
Colmslie Road, Colmslie Qld 4170  
PO Box 54, Morningside Qld 4170  
Australia  
Tel:(07) 399-1944  
Fax:(07) 899-1985  
Product: All Seafoods

Rock Oysters Pty Limited  
363 Lytton Road, Colmslie Qld 4170  
PO Box 302, Morningside Qld 4170  
Australia  
Tel:(07) 399-9888  
Fax:(07) 395-7522  
Contact: Anna Elenis  
Product: Fish, Oysters and Frozen

Seafood Traders of Australasia  
(NA Gallagher and Sons Pty Limited)  
422 Lytton Road,  
Morningside Qld 4170  
PO Box 303, Morningside Qld 4170  
Australia  
Tel:(07) 395-6199  
Fax:(07) 395-5562  
Contact: Barry Gallagher  
Product: Frozen Fish, Fish Fillets,  
Barramundi, Hake, Mackerel and  
Shark, Prawns, Octopus and Squid;  
Reef and Tropical Finfish Fillets,  
Deep Water Species Fillets

Angelakis Bros Pty Limited  
30 Field Street, Adelaide SA 5000  
Australia  
Tel:(08) 212-6544  
TelEX: AA87561 ANGEL  
Fax:(08) 231-1254  
Contact: S. Sperou  
Product: Seafoods

Cappo Bros Pty Limited  
16 Glen Osmond Road  
Parkside SA 5063  
Australia  
Tel:(08) 272-6755  
Fax:(08) 272-7403  
Contact: Morry Cappo  
Product: Seafoods

Craig Mostyn and Co Pty Limited  
122-130 Carrington Street  
Adelaide SA 5000  
P.O. Box 6050  
Halifax Street  
Adelaide SA 5000  
Australia  
Tel:(08) 232-3400  
Fax:(08) 232-1005  
Product: All types of Fish and  
Seafood

International Oyster and Seafoods  
Pty Limited  
241-247 Franklin Street  
Adelaide SA 5000  
Australia  
Tel:(08) 231-6441  
Fax:(08) 212-6740  
Contact: Kym Rogers  
Product: Oysters and Seafood

Craig Mostyn and Co Pty Limited  
6 Short Street,  
Fremantle WA 6160  
P.O. Box 462,  
Fremantle WA 6160  
Australia  
Tel:(09) 335-6244  
Fax:(09) 430-4223  
Product: All Seafoods

Foodland Associated Limited  
Cnr Baille and Bannister Roads  
Canning Vale WA 6155  
P.O. Box 195,  
Cloverdale WA 6105  
Australia  
Tel:(09) 455-9212  
Telex: AA94156  
Fax:(09) 455-9219  
Contact: Don Greenhill  
Product: All Seafoods



INF Pty Limited  
467 Scarborough Beach Road  
Osborne Park WA 6017  
Australia  
Tel:(09) 446-6499  
TelEX:AA92390 INFIS  
Fax:(09) 445-2257  
Product: Seafoods and Frozen  
Products

Kailis Bros Pty Limited  
(formerly KFM Fisheries Pty Limited)  
23 Catalano Road  
Canning Vale WA 6155  
Australia  
Tel:(09) 455-2555  
TelEX:AA93620  
Fax:(09) 455-2556  
Contact: Nicholas Kailis  
Product: Seafoods

Sealanes (1985) Pty Limited  
178 Marine Terrace  
South Fremantle WA 6162  
Australia  
Tel:(09) 335-6344  
TelEX:AA93306  
Fax:(09) 430-4019  
Contact: Sam Paino  
Product: Fish, Fish Fillets, Shellfish,  
Seafood, Ship Suppliers, Provedors

Westerberg Bait Supplies  
PO Box 706 Albany WWA 6330  
Australia  
Tel:(098) 41 4745  
Fax:(098) 41 7636  
Contact: L.J. Roe  
Product: All Fishing Baits; Pilchards,  
Mackerel, Salmon and Squid

Western Ocean Seafood  
5B Mary Street, Hazelmere WA 6055  
Australia  
Tel:(09) 280-1918  
Fax:(09) 280-1928  
Contact: Barry Boyer  
Product: Frozen and Canned  
Seafood, Frozen and Canned  
Abalone, Prawns and Scallops

**CANADIAN HIGH COMMISSION**  
**Commonwealth Avenue**  
**Canberra ACT 2600,**  
**Australia**  
**Tel:(011-61-6) 273-3844**  
**Fax:(011-61-6) 273-3285**  
**Contact: Ms. Rana Pudifin**

## NEW ZEALAND

The market for canned fish in New Zealand is a mature one with the principal imports being salmon and sardines. The imports total \$NZ35m of which Canada supplies \$NZ14.5m worth. This Canadian marketplace position has been under threat from cheaper canned salmon and sardines exporters such as Thailand, Russia and Chile. However, some of these products are being produced by companies owned by British Columbian (BC) canners.

Other important species such as tuna are making inroads into the canned fish market, but British Columbia canners often have an interest in these as well. The British Columbia Salmon Council has organized promotional activities to highlight the superiority of the Canadian product.

G.S. Lintott & Co. Limited  
7 Stanway Place  
Ellerslie, Auckland  
New Zealand  
Tel:(09) 579 2333  
Fax:(09) 579 2355  
Product: canned fish

Unifoods New Zealand Limited  
P.O. Box 9926  
Auckland  
New Zealand  
Tel:(09) 524 1000  
Fax:(09) 524 1023  
Product: canned fish

Foodstuffs (south island) Ltd  
Private Bag 4705  
Christchurch  
New Zealand  
Tel:(03) 352 6039  
Fax:(03) 352 7454  
Product: canned fish

James Crisp Limited  
P.O. Box 1204  
Auckland 1  
New Zealand  
Tel:(09) 309 0802  
Fax:(09) 309 2452  
Product: canned fish

Foodstuffs (Auckland) Limited  
P.O. Box 27480, Auckland  
New Zealand  
Tel:(09) 638 9949  
Fax:(09) 620 9790/620 5846/620 8638  
Product: canned fish

Foodtown Supermarkets Ltd  
Private Bag 93306  
Auckland  
New Zealand  
Tel:(09) 275 2788  
Fax:(09) 275 3074  
Product: canned fish

Neil Cropper Limited  
P.O. Box 62180  
Auckland  
New Zealand  
Tel:(09) 276 7299  
Fax:(099) 276 7825  
Product: canned fish

Foodstuffs (wgtn) Co-op Society Limited  
P.O. Box 38896, Wellington  
New Zealand  
Tel:(04) 528 3049  
Fax:(04) 527 8042  
Product: canned fish

Woolworths (N.Z.) Limited  
Private Bag 92115  
Auckland  
New Zealand  
Tel:(09) 377 4710  
Fax:(09) 309 5279  
Product: canned fish

**CANADIAN CONSULATE**  
**9th Floor, Jetset Centre**  
**44-48 Emily Place**  
**Auckland 1, New Zealand**  
**Tel:(011-64-9) 309-3690**  
**Fax:(011-64-9) 307-3111**  
**Contact: Keith L. McFarlane**

# ***SOUTH AMERICA***



## ARGENTINA

Argentiniens consume approximately 6 kilograms of seafood products per capita annually. About 95% of the seafood products consumed is supplied by the domestic fishing fleet and 5% is imported mainly from Spain and Chile. The following products are imported on a regular basis; canned sardines (Spain, Portugal, United Kingdom, Brazil), canned tuna (Spain, Ecuador, Brazil, Mexico, Venezuela), canned squid (Spain), canned mussels (Spain, Denmark), canned smoked pink salmon (Chile), canned pink salmon (Canada), frozen pink pacific salmon (Chile), frozen sardines (Spain, Portugal), frozen squid (Spain), frozen mussels (Spain), smoked pink salmon (Norway, Chile, United Kingdom), fresh pink pacific salmon (Chile).

Frozen Fish Sociedad Anonima  
California 1364  
(1289) Buenos Aires  
Argentina  
Tel:(541) 28-8604  
Fax:(541) 21-8148  
Contact: Gustavo Raul Pierni  
Products: seafood

Dellepiane S.A.  
Avda. Alsina 655, Piso 3  
(1087) Buenos Aires  
Argentina  
Tel:(541) 343-9483/8069/5958  
Fax:(541) 331-0484  
Contact: Ing. Pablo J. Dellepiane  
Products: seafood

Tradar S.A., Cia. de  
Comercializacion Internacional  
Jean Jaures 216, Piso 1  
(1215) Buenos Aires  
Argentina  
Tel:(541) 865-  
6310/13/68/729/9857/65  
Fax:(541) 865-6314  
Contact: Sr. Javier Rodriguez  
Products: seafood

Alimentos Internacionales Ltd.  
H. Yrigoyen 1991  
(1601) Florida Prov Buenos Aires  
Argentina  
Tel:(541) 795-2390  
Fax:(541) 331-2809  
Contact: Nestor A. Fuertes P.  
Products: seafood

### CANADIAN EMBASSY

Tagle 2828  
1425, Buenos Aires  
Argentina  
Tel:(011-54-1) 805-3032  
Fax:(011-54-1) 806-1209  
Contact: Mr. Hans Glansdorp



## BRAZIL

Despite a huge coastline of approximately 7,000 kilometres including 200 miles of sea boundry, Brazil has a low fish catch. Brazil is the 20th largest fishing nation with landings of the order of 850,000 tonnes per year. Brazil is not a traditional fish and/or shellfish importer, except for some non-existent species in its waters which are considered luxuries, and its consumption is oriented to the higher social and economic levels of consumers who can afford paying more for top quality products.

Salted and dried cod is a favourite seafood of Brazilians. Imports are duty free. Fish is consumed all year round; although consumption tends to peak in the holy seasons of Christmas, Easter and Holy week. Other products such as squid, hake, herring, salmon, bonito, sardines and anchovies; are consumed in smaller quantities and considered luxuries. Such imports are subjected to an average of 35-55 percent in import duties. On the other hand, Brazil is an important exporter of lobster, shrimp, sardines, tuna, red pargy, white catfish and white croaker.

Bompreco S.A  
Supermercados Do Nordeste  
Avenida Caxang, 3841-Ipotinga  
50670-902 - Recife, PE  
Brazil  
Tel:(55 81) 271-7204, 271-7326  
Fax:(55 81) 271-1386  
Contact: Roberto Novaes Pinto  
Product: seafood

Carrefour Group  
Rua Paul Valery,  
255- Granja Julieta  
04719 - Sao Paulo, SP  
Brazil  
Tel:(55 11) 521-1959  
Fax:(55 11) 523-9425  
Contact: Luiz Cursino  
Product: seafood

CB Trading  
Rua da Proclamao, 855  
21040, Rio de Janeiro, RJ  
Brazil  
Tel:(55 21) 590-5122  
Fax:(55 21) 270-9491  
Contact: Erasmo Matias de Deus  
Product: seafood

Pao de Acucar Trading  
Av. Brigadeiro Luis Antonio,  
3126 - 2. Andar  
01402-901 - Sao Paulo, SP  
Brazil  
Tel:(55 11) 886-0731  
Fax:(55 11) 885-8726  
Contact: Mr. Andr di Fiori  
Product: seafood

Casas Sendas S.A.  
Rodovia Presidente Dutra,  
No. #4301  
So Joo Do Meriti, RJ  
Brazil  
Tel:(55 21) 751-4112  
Fax:(55 21) 751-2120  
Contact: Mr. Nelson Sendas  
Product: seafood

Eldorado Trading SA  
Rua Maua, 1100  
01000 -  
Sao Paulo, SP  
Brazil  
Tel:(55 11) 227-5211  
Fax:(55 21) 228-6261  
Contact: Mr. Adelino Verissimo  
Product: seafood

Makro Atacadista S.A.  
R. Carlo Listegno Carlucci,  
#519  
05536 - So Paulo, SP  
Brazil  
Tel:(55 11) 845-2741  
Fax:(55 21) 844-4255  
Contact: Nelson Raimundi Filho  
Product: seafood

Brasif Comercial Export. E Import.  
Rua da Assemblia, 51  
20011-001-Rio de Janeiro, RJ  
Brazil  
Tel:(55 21) 292-1121  
Fax:(55 21) 507-2122  
Contact: Mr. J.F. Milans  
Product: seafood

Paes Mendonca SA,  
Praca Conde Dois Arcos, 1  
Salvador, BA-CEP 40045  
Brazil  
Tel:(55 71) 243-4077/4022/1030  
Fax:(55 71) 243-2798  
Contact: M. Paes Mendonca  
Product: seafood

Paes Mendonca SA, Sao Paulo  
Rua Condessa Elizabeth Rodiano,  
5500  
Sao Paulo, SP-CEP 03704  
Brazil  
Tel:(55 11) 941-8144  
Fax:(55 11) 941-8810  
Contact: Vander L. Vasconcellos  
Product: seafood

Paes Mendonca SA, Rio de Janeiro  
Office  
(Also independent purchases)  
Rua General Padilha,  
64 - 6. Andar  
Rio de Janeiro, RJ  
Brazil  
Tel:(55 21) 580-5353  
Fax:(55 21) 580-6788  
Product: seafood

Contato Comercio Internacional  
Rua Ibija, 331 - 3. Andar  
04524 - So Paulo, SP  
Brazil  
Tel:(55 11) 533-1955  
Fax:(55 11) 240-1384  
Contact: Mr. Joo B. Azevedo  
Product: seafood

A. Ditolvo  
Rua Miguel Carlos, 41 - Sala 51  
01023 - Sao Paulo, SP  
Brazil  
Tel:(55 11) 229-0522  
Fax:(55 11) 228-0935  
Contact: Mr. Pedro Ditolvo  
Product: seafood

Alberto Sequerra SA  
Av. Rio Branco, 18 - 19 And.  
Rio de Janeiro, RJ - CEP 20090  
Brazil  
Tel:(55 21) 253-8022  
Fax:(55 21) 233-9101  
Contact: Mr. Salvador Sequerra  
Product: seafood

Andrea S.A.-Importao/Exportao  
Rua da Alfndega, 425/435  
Sao Paulo, SP - CEP 03030-000  
Brazil  
Tel:(55 11) 228-9422  
Fax:(55 11) 227-5876  
Contact: Mr. Andrea de Luca  
Product: seafood

Aurora Ind. E Comercio Produtos  
Alimenticios  
Rua Funchal, 449  
Sao Paulo, SP-CEP 04451  
Brazil  
Tel:(55 11) 820-2288  
Fax:(55 11) 820-2735  
Contact: Alberto Jacobsberg  
Product: seafood

Gisa Com. Importacao/Export.  
Rua Benjamin de Oliveira, 193/201,  
Sao Paulo,  
SP - CEP 03006, Brazil  
Tel:(55 11) 227-2577  
Fax:(55 11) 228-4356  
Contact: Mr. Angelo Pesce  
Product: seafood

Gomez Carrera Imp. E Exp. E  
Rua Carneiro Leo, 203  
03040 - So Paulo, SP  
Brazil  
Tel:(55 11) 279-1488  
Fax:(55 11) 278-8375  
Contact: M. L. Gomez Delgado  
Product: seafood

Bruck Imp. Exp. E Com. Ltda  
Rua Paula Souza, 216  
01027-Sao Paulo, SP, Brazil  
Tel:(55 11) 227-3111  
Fax:(55 11) 229-1914  
Contact: Mr. Osorio H. Furlan  
Product: seafood

Cacique Exportadora E Importadora  
SA  
Av. das Naes Unidas,  
10989-11 Andar  
Sao Paulo, SP - 04578  
Brazil  
Tel:(55 11) 829-8233  
Fax:(55 11) 729-7278  
Contact: Mr. Marcel Legyel  
Product: seafood

Casa Rocha Bastos Imp. Ltda  
Rua do Arroz, 78  
Rio de Janeiro, RJ - CEP 20000  
Brazil  
Tel:(55 21) 270-4744, 280-8335  
Fax:(55 21) 590-2843  
Contact: Mr. Rocha  
Product: seafood

Casa Santa Luzia Imp. Ltda  
Alameda Lorena, 1471  
Sao Paulo, SP - CEP 01424  
Brazil  
Tel:(55 11) 883-5592  
Fax:(55 11) 280-0663  
Contact: J. da Conceicao Lopes  
Product: seafood

Logiodice Comercial & Importadora  
Ltda  
Rua da Cantareira, 663  
01024 - Sao Paulo, SP  
Brazil  
Tel:(55 11) 227-6364, 227-2466  
Fax:(55 11) 227-7302  
Contact: Mr. Pedro Logiodice  
Product: seafood

Mainarde Importadora  
Al. Joaquim Eugenio de Lima  
01403 - So Paulo, SP, Brazil  
Tel:(55 11) 285-1117  
Fax:(55 11) 289-8256  
Product: seafood

Emporio Santa Maria  
Av. Cidade Jardim, 790  
01454-000 Jardim Paulistano  
So Paulo, SP, Brazil  
Tel:(55 11) 816-4344  
Fax:(55 11) 210-7173  
Contact: O.P. de Albuquerque  
Product: seafood

Expand Imp. Exp. Com. Ltda  
Rua Freire da Silva,  
180 Cambuci, Sao Paulo,  
SP - CEP 01523, Brazil  
Tel:(55 11) 279-0119  
Fax:(55 11) 279-1062  
Contact: O.P. de Albuquerque  
Product: seafood

Fortuna Comercio Internacional  
Rua Gen. Julio Marcondes Salgado,  
56  
01201-020 So Paulo, SP  
Brazil  
Tel:(55 11) 826-0266  
Fax:(55 11) 826-6466  
Contact: M. Salvador Iugano  
Product: seafood

Franco-Suissa Imp. Exp. E  
Representaces Ltda  
Rua Machado Bittencourt, 392  
04044 - Sao Paulo, SP, Brazil  
Tel:(55 11) 549-7599  
Fax:(55 11) 549-0305  
Contact: Mr. Alfredo C. Srour  
Product: seafood

Oestreich Imp. E Exportacao  
Rua Camerino, 83/85  
20080-011 - Rio de Janeiro, RJ  
Brazil  
Tel:(55 21) 233-1375  
Fax:(55 21) 253-8530  
Contact: Mr. A. W. Viehfuss  
Product: seafood

Polomar Comercial/Alimentos  
Rua dos Jasmins, 164  
04048, So Paulo, SP, Brazil  
Tel:(55 11) 579-4360  
Fax:(55 11) 579-6190  
Contact: Mr. Paulo Rossi  
Product: seafood

J.M.G. Importago & Exportaco  
Rua da Alfindega, 345  
03006-030 - Sao Paulo, SP  
Brazil  
Tel:(55 11) 229-1655, 227-3861  
Fax:(55 11) 227-7485  
Contact: L. Correa L. Gianetti  
Product: seafood

Gourmand Alimentos Ltda  
Rua Alvarenga, 572  
05509 - So Paulo, SP  
Brazil  
Tel:(55 11) 211-7325  
Fax:(55 11) 212-7824  
Contact: Mr. Sidney Bratt  
Product: seafood

Lapastina SA Com. Imp. E Exp.  
Rua da Alfandega, 146  
Sao Paulo, SP - CEP 03006  
Brazil  
Tel:(55 11) 227-6244  
Fax:(55 11) 227-8406  
Contact: Celso Fernandes Lapastina  
Product: seafood

Scandimport Imp. E Exportacao  
Rua Amazonas, 49  
Sao Paulo,  
SP - CEP 01123  
Brazil  
Tel:(55 11) 229-7413  
Fax:(55 11) 228-5425  
Contact: Mr. Moyses Katz  
Product: seafood

Marcotrade Importadora Ltda  
Av. Republica do Libano, 635  
04501 - So Paulo, SP  
Brazil  
Tel:(55 11) 887-6622  
Fax:(55 11) 887-2492  
Contact: Mr. Pedro Russo  
Product: seafood

Mercado Comum Ltda  
Av. Brig. Faria Lima,  
2223-Conj. 155  
01451-Sao Paulo, SP, Brazil  
Tel:(55 11) 815-8285  
Fax:(55 11) 211-9118  
Contact: Mr. Gustavo Gimenez  
Product: seafood

Moyses Ferman-Representaces  
Rua da Cevada, 93 - Conj. 614  
21011 - Rio de Janeiro, RJ  
Brazil  
Tel:(55 21) 230-0572, 260-4517  
Fax:(55 21) 290-2922  
Contact: Mr. Moyses Ferman  
Product: seafood

Sesa - Comercio E Importao  
Estrada de Campo Limpo, 407  
05744-000, Sao Paulo, SP  
Brazil  
Tel:(55 11) 511-9011  
Fax:(55 11) 511-7088  
Contact: Mr. Peter Hardtmeir  
Product: seafood

Raro Shop Comercio Importaco E  
Exportaco Ltda  
Rua Joaquim Antunes, 381  
05415, Sao Paulo, SP  
Brazil  
Tel:(55 11) 280-6743  
Fax:(55 11) 280-1450  
Contact: Mr. Franco Petrich  
Product: seafood

Ricardo S/A Import./Export.  
Rua Paula Souza, 370  
Sao Paulo, SP-CEP 01027  
Brazil  
Tel:(55 11) 229-5672  
Fax:(55 11) 229-7028  
Contact: Lucky Constantinesco  
Product: seafood

Santar Comercio de Generos  
Alimenticios Ltda  
Rua Benjamin de Oliveira, 389  
03006-Sao Paulo, SP, Brazil  
Tel:(55 11) 227-7355  
Fax:(55 11) 227-2817  
Contact: Claudio Ferreira Moraes  
Product: seafood  
Silmar Import. Export. Ltda  
Alameda dos Inhambiquaras, 1859  
04090-013,  
Sao Paulo, SP  
Brazil  
Tel:(55 11) 533-9860  
Fax:(55 11) 533-3003  
Contact: Luis Carlos Rodrigues  
Product: seafood

**CANADIAN CONSULATE GENERAL**  
**Edificio Top Centre**  
**Avenida Paulista 854,**  
**5 Andar,**  
**01310-913 Sao Paulo SP,**  
**Federative Republic of Brazil**  
**Tel:(011-55-11) 287-2122**  
**Fax:(011-55-11) 251-5057**  
**Contact: William A. Jackson**

## COLOMBIA

Despite the fact that Colombia is the only South American country with a two ocean coast, fishing is in infancy as an industry. Distribution of seafood products within the country is surprisingly limited, with the result being that this beef rich country does not import much in the way of seafood. Seafood products imported include canned tuna, sardines, salmon, herring and cod salted or in brine and the odd direct importation of fresh seafood by restaurants. Source countries for fish and seafood imports are mainly the U.S., Chile and Holland.

**Overseas Duty-Free Supply**  
(Serving Colombia)  
6966 N.W. 12th street  
Miami, Florida 33126  
Tel:(305) 591-1939  
Fax:(305) 591-1626  
Contact: Franklin Martinez  
Product: seafood

**Internaciones Ltda.**  
Carrera 4 No. 55-45  
Cali, Colombia  
Tel:(57-23) 471-884, 471-879  
Fax:(57-23) 471-885  
Contact: Luis J. Perez, Manager  
Product: seafood

**John Restrepo & Cia.**  
Carrera 50 No. 54-51  
Medellin, Colombia  
Tel:(57-4) 511-3840  
Contact: John Restrepo  
Product: seafood

**Cadenalco S. A.**  
Calle 30 A No. 65B-57  
Medellin, Colombia  
Tel:(57-4) 265-1515  
Fax:(57-4) 235-6196  
Contact: German Jaramillo  
Product: seafood

**Carulla & Cia. S. A.**  
Carrera 68D No. 21-35  
Santafe De Bogota, Colombia  
Tel:(57-1) 292-4555/46  
Fax:(57-1) 411-4194  
Contact: Jairo Velez, Manager  
Product: seafood

**Pomona**  
Calle 109 No. 6-70  
Santafe De Bogota, Colombia  
Tel:(57-1) 215-8118/84  
Fax:(57-1) 611-0225  
Contact: Jaime Merino, Manager  
Product : seafood

**Supertiendas Olimpicas S.A.**  
Transversal 64A No. 26-95 Sur  
Santafe De Bogota, Colombia  
Tel:(57-1) 413-7075  
Fax:(57-1) 413-6180  
Contact: Pablo Villalba  
Product: seafood

**Cafam**  
Transversal 48 No. 94-47  
Santafe De Bogota, Colombia  
Tel:(57-1) 271-2853  
Fax:(57-1) 613-2031  
Contact: Arcesio Guerrero  
Product: seafood

**Colsubsidio**  
Calle 26 No. 25-50  
Santafe De Bogota, Colombia  
Tel:(57-1) 285-7557  
Fax:(57-1) 287-4072  
Contact: Patricia De Zamudio  
Product: seafood

**Restaurante El Buque**  
Calle 101 No. 18-18  
Santafe De Bogota, Colombia  
Tel:(57-1) 256-1979  
Fax:(57-1) 610-7950  
Contact: Clara Portella  
Product: seafood

**La Fragata Restaurant**  
Carrera 9 No. 77-19  
Santafe De Bogota, Colombia  
Tel:(57-1) 211-7662  
Fax:(57-1) 211-7861  
Contact: Felipe Calderon, General Manager  
Product: seafood

**Casa Brava Restaurant**  
KM. 4.5, Via a la Calera  
Santafe De Bogota, Colombia  
Tel:(57-1) 612-4106  
Fax:(57-1) 281-1928  
Product: seafood

### CANADIAN EMBASSY

**Calle 76, No. 11-52**  
**Santafe de Bogota,**  
**Colombia**  
Tel:(011-57-1) 217-5555/5152  
Fax:(011-57-1) 310-4509



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**GUYANA**

Domestic consumption of locally produced fish and seafood products is very high. Large scale imports of fish and seafood into the Guyana marketplace is limited to canned sardines and mackerel.

D Singh & Sons  
11 American Street,  
Georgetown, Guyana  
Tel: 592-2-67280  
Fax: 592-2-61316  
Product: sardines

Geddes Grant Limited  
25-26 Main Street, Georgetown  
Guyana  
Tel: 592-2-72301/72302/72303  
Fax: 592-2-60310  
Product: sardines

Grace Kennedy Guyana Limited  
65 Main Street, Georgetown  
Guyana  
Tel: 592-2-74415/74419  
Fax: 592-2-74417  
Product: sardine, mackerel

M. Beepat & Sons Limited  
100-101 Regent Street,  
Georgetown  
Guyana  
Tel: 592-2-61292/57380  
Product: sardines

**CANADIAN HIGH COMMISSION**  
High and Young Streets  
P.O. Box 10880  
Kingston, Georgetown  
Cooperative Republic of Guyana  
Tel:(011-592-2) 72081-3  
Fax:(011-592-2) 58380

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**PERU**

Peru is an important producer and exporter of a wide variety of seafood products, and whose imports are negligible. The minimal imports entering the domestic market in small amounts are dry/salted cod sourced from Norway and canned sardines imported from Spain and Portugal.

**CANADIAN EMBASSY****Federico Gerdes 130,****(Antes Calle Libertad)****Miraflores, Lima****Republic of Peru****Tel:(011-51-14) 44-40-15****Fax:(011-51-14) 44-43-47****Contact: Mr. Oscar G. Vásquez**

## VENEZUELA

The Venezuelan seafood industry is managed by small independent fisherman who generate a great percentage of the country's consumption. Trade intermediates with transport and refrigeration facilities tend to make the local supply unstable and precarious with high prices, thus making fresh seafood a luxury product for most Venezuelan consumers. Aquaculture is very new and most companies are looking to increase production and profit in different market areas. Many opportunities exist for Canadian seafood exporters in Venezuela due to the significant increase in tourism and the expanding hotel and restaurant trade. Imported species include; fresh, frozen, dried, salted and in brine crustaceans (shrimps and others) and molluscs with and without shells.

C.A. Distribuidora De Alim.  
av. El Rosario, Edf. Cada,  
Los Chorros, Caracas 1071.  
Venezuela  
Tel: (582) 283-5832  
Fax: (582) 284-5113  
Contact: Antonio Menendez  
Products: Supermarket Chain

Central Madeirense C.A.  
Calle el Limoncito, km.1,  
Carretera Petare-Sta.  
Lucia, edo. Miranda., Venezuela  
Tel: (582) 291-2444  
Fax: (582) 242-5860  
Contact: Jose Viera  
Products: Supermarket Chain

Automercado Sorocaima Srl.  
Av. Diego Cisneros, edf. Gonargon,  
Los Ruices, Caracas.  
Venezuela  
Tel: (582) 238-1711  
Fax: (582) 239-0464  
Contact: David Del Corral  
Products: Supermarket Chain

Automercado Tia.  
Av. Madrid, edf. Tia,  
La California Norte, Caracas.  
Venezuela  
Tel: (582) 21-0623  
Fax: (582) 22-2078  
Products: Supermarket Chain

Int. De Desarrollo la Granja  
av. La Estancia, Torre Diamen  
P.O. 68855 Caracas, Venezuela  
Tel: (582) 92-4233  
Fax: (582) 993-3436  
Product: fresh, frozen, processed

Consorcio Com. Roberto Cor.  
Edf. Roco, Calle 4 Con Calle 11,  
Urbina, Caracas, Venezuela  
Tel: (582) 241-1380  
Fax: (582) 241-1540  
Contact: Roberto Correa  
Products: Fresh, Processed

Exportaciones, Importaciones y  
Representaciones Hive.  
Calle el Loro, edf. Isabel,  
Quinta Crespo, Caracas.  
Venezuela  
Tel: (582) 41-7261  
Fax: (582) 483-8225  
Contact: Juan Gil Jimenez  
Products: fresh, processed

Viveres Caracas C.A.  
Edf. San Jose, Calle 600,  
Quinta Crespo,  
Caracas., Venezuela  
Tel: (582) 49-7841  
Fax: (582) 49-7846  
Contact: Daj Karpel, Manager  
Products: fresh, processed

La Marina Caracas C.A.  
Mercado Mayor de Coche,  
edf. A, local 31,  
Coche, Caracas., Venezuela  
Tel: (582) 681-5430  
Fax: (582) 681-3331  
Products: fresh, processed

Alimentos El Faro C.A.  
3a. Transversal Norte, no 1,  
Guaicaipuro, Caracas, Venezuela  
Tel: (582) 571-5833  
Fax: (582) 571-4239  
Products: canned fish & seafood

Maxy's  
av. Princ. Col. de Bello Monte,  
Bello Monte, Caracas., Venezuela  
Tel: (582) 92-0478  
Fax: (582) 92-0070  
Contact: Francisco Ramirez  
Products: fresh, processed

Frigorifico Lara C.A.  
Calle 500, edf. Hoel Perez, ofc.4,  
Qui. Crespo, Caracas Venezuela  
Tel: (582) 41-1948  
Fax: (582) 483-9066  
Contact: Salvatore Stelluto  
Products: fresh, processed

Viveres Navarra C.A.  
Horno Negro a Rio, Quinta Crespo,  
Edf. Gonzalez-Navarra, Caracas.,  
Venezuela  
Tel: (582) 483-8995  
Fax: (582) 42-4069  
Contact: Jesus Ruiz De Otuva  
Products: fresh, processed

Compañia Anonima Dist. Prod.  
3a. Av. L. de Sabana Grande,  
edf. Las delicias,  
Mezanina, Caracas 1060-a.  
Venezuela  
Tel: (582) 905-3674  
Fax: (582) 71-4453  
Products: fresh, processed

Camara De Imp/Exp. Del Puerto  
Libre De Margarita. Charaima Entre  
San Rafael, Porlamar,  
edo. Nueva Esparta, Venezuela  
Tel: (5895) 61-0108  
Fax: (5895) 63-2222  
Products: seafood

Int. De Alimentos y Delicatesses  
Calle 9 con 6, edf. Int. de Alim. La  
Urbina, Caracas, Venezuela  
Tel: (582) 241-7475  
Fax: (582) 241-9369  
Contact: Jose Piñerua, Manager  
Products: fresh, processed

Distribuidora Servifood's C.A.  
Calle Chama, Cent. Com. polo1  
local pb1-pb2,  
Colinas de Bello Monte, Caracas,  
Venezuela  
Tel: (582) 752-1723  
Fax: (582) 752-4069  
Contact: Freddy Dugarte  
Products: fresh, processed

Makro Comercializadora S.A.  
av. Romulo Gallegos Con Carretera  
Petare-Guarenas,  
La Urbina, Caracas, Venezuela  
Tel: (582) 242-2611  
Fax: (582) 242-5725  
Contact: Jacob de Jonge  
Products: fresh, processed

**CANADIAN EMBASSY**  
**Edificio Torre Europa, Piso 7**  
**Avenida Francisco de Miranda**  
**Campo Alegre, Caracas 1060,**  
**Republic of Venezuela**  
Tel: (011-58-2) 951-6166/67/68  
Fax: (011-58-2) 951-4950  
Contact: Mr. Luis Ramirez

Alimentos Margarita C.A.  
Calle Los Laboratorios,  
Edf. Torre beta, piso 1, ofc.103,  
Los Ruices, Caracas, Venezuela  
Tel: (582) 238-1711  
Fax: (582) 238-0277  
Contact: Eduardo Oropeza  
Products: canned fish & seafood

Conservas Alim. La Gaviota  
Calle Santa Rosa, no. 5,  
Guaicaipuro, Caracas.  
P.O. Box 3275 Caracas 1070-a.  
Venezuela  
Tel: (582) 573-3332  
Fax: (582) 572-4953  
Contact: Francisco Martinez  
Products: canned fish & seafood

Proeba C.A.  
Carretera Petare-Guarenas,  
km. 4, Qta. La Florencia,  
Sector La Florencia, Petare,  
edo. Miranda., P.O. Box 7594  
el Marques., Venezuela  
Tel: (582) 291-2082  
Fax: (582) 291-2958  
Contact: Ricardo Castro Iglesias  
Products: canned fish & seafood

Productos Mar C.A.  
Av. Urdaneta, Esq. Las Ibarras, Edf.  
Pasaje la Seguridad  
Venezuela  
Tel: (582) 561-1021  
Fax: (582) 563-2070  
Contact: Carlos tovar  
Products: canned fish & seafood

Sigo S.A.  
Av. Juan Bautista Arismendi,  
Edf. La Proveduria, Porlamar  
Edo. Nueva Esparta.  
P.O. Box 369,  
Venezuela  
Tel: (5895) 22-150  
Fax: (5895) 61-6256  
Products: seafood

Selex de Venezuela C.A.  
Av. Circunvalacion, Centro  
Comercial Rene, Local b,  
Mercado de Conejeros, Porlamar  
edo. Nueva Esparta.,  
Venezuela  
Tel: (5895) 61-5522  
Fax: (5895) 61-0545  
Contact: Gionanni Incandela  
Products: seafood

Lemca.  
Av. Miranda,  
Edf. Telecaribe, Porlamar,  
Edo. Nueva Esparta., Venezuela  
Tel: (5895) 24-244  
Fax: (5895) 61-8267  
Contact: Francisco Rotemberg  
Products: seafood

Ratan de Margarita.  
Av. 4 De Mayo,  
Edf. Comercial Rattan, Porlamar,  
Edo. Nueva Esparta.  
Venezuela  
Tel: (5895) 61-7911  
Fax: (5895) 61-8021  
Products: seafood



**DEPARTMENT OF FOREIGN AFFAIRS AND INTERNATIONAL TRADE  
GEOGRAPHIC TRADE DIVISIONS**

If you are seeking advice and information about a specific area or country, Trade Commissioners in the *Geographic Trade Divisions* are available to assist you. They are located at 125 Sussex Drive, Ottawa, Ontario, K1A 0G2 [Fax: (613) 996-9103]. In addition, there are Trade Commissioners and Commercial Officers at the Canadian Embassy in The Hague.

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For further information exporters are encouraged to contact the ITC nearest you. Export counselling is also available through the Department of Foreign Affairs and International Trade's *InfoCentre* in Ottawa which can be reached toll free at 1-800-267-8376; local callers: 993-6435.

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International Trade Centre  
215 Water Street, Suite 504,  
P.O. Box 8950,  
St. John's, Newfoundland  
A1B 3R9  
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**Fax: (709) 772-2373**

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International Trade Centre  
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Assumption Place  
770 Main Street  
Moncton, New Brunswick  
E1C 8P9  
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**Fax: (506) 851-6429**

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330 Portage Avenue, 8th Floor,  
Winnipeg, Manitoba  
R3C 2V2  
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**Fax: (204) 983-2187**

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International Trade Centre  
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Confederation Court Mall  
134 Kent Street, Suite 400,  
Charlottetown, P.E.I.  
C1A 7M8  
**Tel: (902) 566-7400**  
**Fax: (902) 566-7450**

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Stock Exchange Tower  
800 Place Victoria, Suite 3800,  
Montreal, Quebec  
H4Z 1E8  
**Tel: (514) 283-8185**  
**Fax: (514) 283-8794**

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International Trade Centre  
The S.H. Cohen Building  
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Saskatoon, Saskatchewan  
S7K 5X2  
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**Fax: (306) 975-5334**

Regina  
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1955 Smith Street  
4th Floor,  
Regina, Saskatchewan  
S4P 2N8  
**Tel: (306) 780-5020**  
**Fax: (306) 780-6679**

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**Fax: (604) 666-8330**

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**Fax: (902) 426-2624**

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4th Floor,  
One Front Street West  
Toronto, Ontario  
M5J 1A4  
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**Fax: (416) 973-8161**

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Edmonton, Alberta  
T5J 4C3  
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**Fax: (403) 495-4507**

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International Trade Centre  
Suite 1100,  
510-5th Street S.W.,  
Calgary, Alberta  
T2P 3S2  
**Tel: (403) 292-6660**  
**Fax: (403) 292-4578**







